Food Processor Contacts Directory

NOVA SCOTIA
Agriculture and Fisheries

Disclaimer

The contacts listed in this publication represent those used by the department of Agriculture and Fisheries or those given to the department through referrals. Every effort has been made by the Product and Quality Development Division to ensure that the information in this directory is accurate. Accordingly, the Province of Nova Scotia does not assume liability for errors or omissions in the publication.

If it appears that any information in this directory needs to be updated, please contact the Product and Quality Development Division at the Department of Agriculture and Fisheries (see introduction).

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Nova Scotia Food Processor Contacts Directory

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Introduction

Real growth in the food industry lies in value-added products, technologies and services. For the agri-food and fisheries sector, this means increasing the actual "value" of primary products and stimulating the emergence of an entire new generation of processors and entrepreneurs producing new innovative products, services and technologies.

The following directory is an overview of product and quality development services to the Nova Scotia food industry. It covers regulatory agencies, product development services, government support, packaging and design services, life sciences, industry associations, organic certifying agencies and how a company becomes labelled kosher.
While most of the services are available within Nova Scotia, the directory also lists service providers in New Brunswick, Prince Edward Island and Ontario, which can be accessed by Nova Scotia companies.

The Product and Quality Development Division of the Nova Scotia Department of Agriculture and Fisheries is committed to the encouragement and support of the value-added agri-food sector.

The Product and Quality Development offers a variety of services based on the following goals:

- to strengthen the capacity for development of value-added agricultural and seafood products, services and technologies.
- to increase opportunities for government and industry quality and innovation initiatives in the agri-food and seafood sectors.
- to address barriers to the development and commercialization of agricultural, seafood and food products, technologies and services.
- to identify, develop and promote value-added opportunities through co-ordinated and facilitated partnerships and strategic alliances at the community level.

For additional information, please contact:

Gary B. Scott, Manager
Product and Quality Development Division
Nova Scotia Department of Agriculture and Fisheries
PO Box 2223
Halifax, Nova Scotia B3J 3C4
Phone: (902) 424- 0344
Fax: (902) 424-4671
E-mail: scottg@gov.ns.ca

Regulatory Agencies

Canadian Food Inspection Agency

In April 1997, the government of Canada announced the establishment of the Canadian Food Inspection Agency (CFIA). This new national single-food-inspection system is the result of a consolidation of all federally mandated food inspection and quarantine services formally provided by Agriculture and Agri-Food Canada, Health Canada, Industry Canada and Fisheries and Oceans Canada.

CFIA staff monitor the safety and quality of both imported and exported foods. Federal registration and inspection is only required for certain commodities as specified in three federal acts (Canada Agricultural Products Act, Meat Inspection Act and Fish Inspection). Other commodities may cross provincial borders without federal registration.

CFIA examines labels on food products for honesty and accuracy in accordance with Canada's food labelling laws.

Food offered for sale in a package must generally bear the following information:

- Common name or product identity.
- List of ingredients for multi-ingredient foods (very few exceptions).
- Date packaged or best before date (for perishable food-ninety days or less).
- Name and address of product manufacturer or other dealer (retailer in some cases).
- Quantity in metric units.
- Nutrition facts table.

Requirements are often complex and detailed; therefore, the companies are advised to contact the CFIA for further details with respect to the above requirements prior to commencing any work.

Contact CFIA
Phone: (902)-426-5775
Toll free: 1-800-442-2342
Website: www.inspection.gc.ca

For labelling inspection: Earl Fisher (902)-893-6796
Karen Jackson (902)-426-2563

Quality Evaluation Services, Food Safety Section

Nova Scotia Department of Agriculture and Marketing

The Food Safety Section provides leadership in a consultative and regulatory capacity for the delivery and development of food protection programs.

Section staff offer public education and training on matters related to food safety. Inspection of foods from production and processing to final sale is also provided by the Food Safety Team.

Regulatory activities of the Food Safety Section are legislated under the:

- Agriculture and Marketing Act
- Meat Inspection Act
- Health Act

- The Food Safety Section can assist by:
- providing certified training programs and on-going in servicing for foodservice personnel
- developing Good Manufacturing Practices (GMP's) programs for the food industry
- developing Hazard Analysis Critical Control Points (HACCP) Programs for the food industry
- providing audit functions for HACCP
- providing information, resources and education to community groups
- providing advice on foodservice and food processing facility design and maintenance
- providing food quality assurance functions for industry including collection and laboratory analysis of food products

Contact
Main Office Truro
Phone: (902)-893-7473
http://www.gov.ns.ca/nsaf/qe

Business License Information

No matter what form of ownership you choose (sole proprietorship, partnership, incorporation or business cooperative) for your business, you must register the name of your business with the Registry of Joint Stock Companies (unless your business name is just your first and last name)

The Registry must perform a Name Search first ($48.99 for Atlantic Provinces, $61.24 for Canada-wide) to ensure the name is not currently in use. Private companies also perform Name Searches – check your Yellow Pages under Searchers of Records. If the name you choose is not in use, the Registry reserves the name for you for ninety days, at which time you must register ($55, payable annually). Fees differ for incorporation.

A **Business start-up guide** is available from the Canada/Nova Scotia Business service Centre. Call 902-426-2172 or 1-800-668-1010.

Contact
Registry of Joint Stock Companies
Tel: (902)-424-7770 or 1-800-670-4357
Fax: (902)-424-4633
www.servicens.ca

Municipal Building Permits

A building permit is needed for all types of construction: building, renovating, demolishing or relocating.

Local building by-laws may not require a permit for certain types of non- structural renovations and repairs (siding, roofing, etc.), but usually set a maximum dollar amount to the work.

Other types of permits or approvals may also be required by other agencies, depending on the circumstances. You may for example, require a development permit to comply with a land use (zoning) by-law or Department of Environment permit, sewer connection permit and Department of Transportation and Public Works permit. Permits must be applied for and approved before you begin any work.

Contact
The Municipal Building Inspector's Office in your area
Or
The Nova Scotia Building Officials Association at (902)-464-1522

Nova Scotia Department of Environment & Labour

The Department of Environment is responsible for approving all private water supplies and private on-site sewage disposal systems.

Prior to developing land, which requires a private well and a private sewage disposal system, it is advised that developers contact the local Department of Environment office for an assessment of well construction, location and potability of the water supply as well as the required information and location for an on-site sewage disposal system.

Contact
General Information:
(902)-424 7773 (Halifax)
http://www.gov.ns.ca/enla/

Global Standards One Canada (GS1 Canada)

Global Standards One Canada distributes all bar codes in Canada. The Council is non-profit and will ensure your Universal Product Code (U.P.C.) number is unique in Canada and abroad.

Bar codes, EDI and other forms of electronic commerce enable real gains in efficiency, even when used at only the most basic level.

The U.P.C. symbol is a 12-digit, all numeric, machine readable code that identifies the consumer package. The code consists of a number system character, a 5-digit manufacturer identification number, a 5-digit code number and a check character. All 12 digits must be shown in human readable form at the bottom of the bars.

In order to acquire a manufacturer's identification number, a company must complete an application form and enclose a membership fee. The annual fee (12 month period) is $695.50 and the bar code activation fee is $245.00.

It is important that quality control procedures be maintained on all products printed with the Universal Product Code symbol. The Electronic Commerce Council of Canada can supply information on getting started.

Contact
Global Standards One Canada
1-800-567-7084
or
(416) 510-8039
www.gs1ca.org

Measurement Canada

Measurement Canada is an agency of Industry Canada and is responsible for overseeing the Weights and Measures Act and Regulations. There are two primary roles with respect to inspections in non-retail establishments:

1. Inspection of legal for trade measuring devices (ie. a measuring device to be legal for trade must have an approval number issued by Measurement Canada and an inspection certificate issued by an inspector).
2. Inspection of a commodity that is packaged and destined for non- retail, commercial and institutional users; inspectors check for accurate net content and correct quantity labelling.

Measuring devices generally include platform scales, tank scales, check weigh scales or other devices such as liquid meters or length measuring instruments. Devices found in non-compliance with the requirements of lots that fail inspection may be seized until corrected and re-inspected.
Retail commodity packaged items are tested for compliance with the requirements of the Canadian Food Inspection Agency.

Contact
Doug Rideout
Phone: (902)-426-3831
Fax: (902)-426-1000
www.strategis.ic.gc.ca/epic/internet/inmc-mc.nsf

Testing/Product Development

Acadia University
School of Nutrition and Dietetics

The University's School of Nutrition and Dietetics offers sensory analysis and evaluation for a wide variety of agri-Food products. The sensory laboratory has nine computerized stations with additional space for food preparation. The facility is operated on a cost-recovery basis.

A first-run analysis usually costs the client about $3000.00 with subsequent runs of half that amount.

The School works closely with the Atlantic Food and Horticulture Research Centre in Kentville and the Acadia Centre for Small Business and Entrepreneurship.

Occasionally, the school will offer sensory analysis workshops and limited consulting services in the area of sensory analysis, product development and marketing plans.

Two full-time staff oversee the sensory analysis facility and clients come from Nova Scotia, New Brunswick, Ontario, Quebec and other Eastern Canadian locations.

Contact
Elizabeth M. Johnson, Director
School of Nutrition and Dietetics
Wolfville, NS
Canada B4P 2R6
Tel: (902)-585-1366
Fax: (902)-585-1095
E-mail: Elizabeth.Johnston@acadiau.ca

AgriTECH Park Inc.

Positioned as "Atlantic Canada's Bio-economy Village", AgriTECH Park serves as the commercialization wing of its neighbouring university, the Nova Scotia Agricultural College. The Park is also home to a number of knowledge and extension-based organizations, which have the resources and expertise to help grow new bio-based businesses in the region. The Park's mandate is to provide the fertile environment necessary to assist knowledge-based companies grow and develop innovative bio-economy products, services and technologies within the agri-food and seafood sectors.

AgriTECH Park's 16-acre campus offers buildings which are suitable for custom development, laboratory space and light processing as well as storage capacity. Current clients include:

Dairy Farmers of NS
AgraPoint International
Azar Agriculture
Nova Mariculture
Performance Genomics
Pizza Me
Canadian Spirit Packaging
Agriculture and Agri-Food Canada
Nova Scotia Health Promotion
NS Co-operative Council
Advocate Printing & Publishing
M2 Horticulture

The newest addition to AgriTECH Park is the "Atlantic Bioresource TechnoVenture Centre". It is a joint initiative of the Nova Scotia Department of Agriculture and Fisheries and Nova Scotia Agricultural College. The Centre's focus will be on the transformation of Atlantic primary bioresources into high value bio-actives, nutraceuticals, functional ingredients and advanced food products.

Contact
K. Laurie Sandeson
Phone: (902)-896-7270
Fax: (902)-896-7276
E-mail: ksandeson@nsac.ca
Website: www.agritechpark.com

Atlantic Food and Horticulture Research Centre

The Kentville, Nova Scotia, facility has a food processing pilot plant aimed at research in process development that carries out co-operative projects with industry in the fields of energy, fruit and vegetable processing, and transportation.

This facility does not have a mandate for new product development, but rather is focused on collaborative fundamental research projects. Research scientists at the Centre often partner with the Industrial Research Assistance Program (IRAP), commodity associations and Acadia University's School of Nutrition and Dietetics in Wolfville, Nova Scotia.

Contact

Dr. Roy Bush, Assistant Director
Atlantic Food and Horticulture Research Center
32 Main St.
Kentville, NS
B4N 1J5 Canada
Office: (902)-679-5700
Fax: (902)-679-5784
E-mail: BushR@agr.gc.ca

Dalhousie University
Food Science and Technology

Established in 1979, the Food Science and Technology Program at Dalhousie University in Halifax, Nova Scotia is a specialized resource centre for research and education in food science and process engineering.

Inquires on all aspects of food processing are welcome. In depth R & D services are provided to industry, government and international organizations on a cost recovery basis. Food industry entrepreneurs and small and medium size Canadian companies may access problem-solving and short-term technical assistance through a food science extension advisory service supported by the National Research Council of Canada, Industrial Research Assistance Program.

Approximately 15 faculty and staff with substantial experience in working with clients based in Atlantic Canada, the United States and overseas are employed in the food science group.

Areas of specialization include:

- Seafood biochemistry and toxicology
- Process and product development
- Fats and oils
- Brewing
- Food microbiology
- Food texture and rheology
- Food safety
- Quality assurance and management programs

Food Science and Technology facilities include a test kitchen, sensory panel room, non-registered food processing pilot plant and well-equipped food analysis labs.

Hands-on training, food science education and custom workshops of interest to industry are offered on campus and at other locations. Bachelors of Applied Science (BASc), Masters (MSc), and Doctoral (PhD) degree level studies are provided through Dalhousie University's Food Science and Technology academic program.

Contact
Kathy Spencer
Food Technologist, Dalhousie University
Phone: (902)-494-6030
Fax: (902)-420-0219
Websites: http://www.dal.ca/~foodsci and
http://www.dal.ca/~cift
E-mail: food.science@dal.ca

Industrial Research Assistance Program (IRAP)

The Industrial Research Assistance program (IRAP) has been offered by the National Research Council for over 50 years to small and medium-sized enterprises. IRAP is delivered by a nation-wide network of more than 260 Industrial Technology Advisors (ITAs) who consist of scientists and engineers who work in consultation with small and medium-sized business owners to solve technical problems and to turn good ideas into commercially viable products and services.

The main elements of IRAP include technical advisory services, technical information sourcing as well as Research and Development funding. IRAP can assist in locating technical patent information, technical assistance, resources and facilities, financial, marketing and management tools and expertise. By providing financial resources to support strategic R & D activities, IRAP helps small and medium-sized companies develop their in- house technical capabilities by employing appropriately skilled people.

Based on demonstrated need, IRAP may make a contractual contribution to a project in support of labour costs up to a maximum of 50% of the overall project cost. IRAP can support activities such as:

- Feasibility studies
- Strategic technology planning
- Technical analysis
- Product and process development
- Access to technology and resources in Canada and abroad

Whether a business is at the idea formulation stage, in the midst of product development, or on the verge of going to market, IRAP can help move the process ahead. ITAs can help a business achieve maximum results through sustainable development by looking for ways to enhance product design, and reduce production costs and waste.

Contact

NRC Regional office, Halifax (902)-426-3138
or one of the following agri-food ITAs:

Don MacAulay, Kentville (902)-679-5547
Steve Owen, Halifax (902)-426-2455
Andy Woyewoda, Halifax (902)-426-4670
Website: www.irap-pair.nrc-cnrc.gc.ca

Prince Edward Island Food Technology Centre

The PEI Food Technology Centre offers a variety of consultative services to the food industry and is equipped with a federally inspected pilot plant, which enables clients to test their products for national and international markets. This 2000 square foot (185 sq. metre) pilot plant is equipped with an assortment of pilot-scale equipment for packaging, cooking and heat treatment, freezing and cooling.

The PEI facility charges on a fee for service basis for full and partial use of its pilot plant. The centre also has a kitchen, which it rents to small-scale producers. The province of PEI provides core funding to this institution. A recent expansion to the pilot plant has added two 500-foot square plants used for natural products.

Contact
Phone: (902)-368-5548
Toll free in 902 area: 1-877-368-5548
Fax: (902)-368-5549
Website http://www.gov.pe.ca/ftc/index.asp

Research and Productivity Council

Food, Fisheries and Aquaculture

RPC's Food, Fisheries and Aquaculture Department provides research, development and analytical expertise on a fee-for-service basis to clients in business and government concerned with the development of the aquaculture, food and seafood industries.

RPC's Microbiology Laboratory has been providing diagnostic services to customers in the food, beverage, feed and environmental industry sectors for over 30 years. To keep pace with our customers' needs, we hold accreditation with the Standards Council of Canada (SCC/CFIA), the Canadian Association of Environmental Analytical Laboratories, and are Registered to the ISO 9001:2000 Standard.

We provide the following microbial analyses for a variety of matrices, on a regular basis. For non-standard analyses, we can also develop a program to meet customer needs.

LABORATORY ANALYSES

- Bacterial and viral fish pathogens
- Genetic testing
- Forensic analyses
- Food safety and quality testing
- Potable water testing
- Nutritional analyses
- Animal feed testing
- Mineral bio-leach bacterial DNA profiling

Contact
Joel Hill
Manager, Business Development,
Analytical Services
Phone: (506)-460-5776
Website: www.rpc.ca

University of Moncton Food Research Centre

The research and development work undertaken at the Food Research Centre focuses on the agri-food and marine sectors. It provides research services primarily to food processors in the Atlantic food industry with emphasis on New Brunswick clients.

The Centre's services include:

- New product and process development
- Optimizing or reformulating existing product lines
- Concept development and evaluation
- Scale-up assistance
- Shelf-life/stability studies
- Chemical, microbial and sensory analyses

The Food Research Centre is also involved in professional training programs (ie quality control and technical skills). The Centre has a library and database of the latest food science and technical information for maintaining a competitive edge. The Centre is a registered 1S0 9001 company.

Contact
Phone: (506)-858-4284
Fax: (506)-858-4540
Website http://www.umoncton.ca/cra

The Food Chain Ltd.

The Food Chain Ltd. provides consulting services to food processors and manufacturers in Canada, Europe, the United States and Central America/Caribbean, from its base in Canada.

Whether long established in the food industry or just beginning to entertain the idea of hitting the market with your grandmother's oatmeal cookies, The Food Chain Ltd. can assist you in taking your initial concept to a finished product that meets the requirements and expectations of the regulatory agencies and the retail or food service sectors. TFC - developed products have won American Taste Awards of Excellence and First and Runner-Up awards at The Canadian Fine Food Show.

An extensive food knowledge base, and over twenty years experience in this field, enables The Food Chain Ltd. to offer technical assistance in chilled, frozen and shelf-stable foods and to all food sectors including fish and seafood, baked goods, meats, sauces, dressings, produce and dairy.

Some of the services offered by The Food Chain Ltd. include:

- Developing product prototypes
- Determining a product's quality shelf-life (real time & accelerated testing)
- Fine-tuning formulations to ensure the targeted physical & microbiological quality are maintained through the desired shelf-life period
- Calculated and or laboratory nutritional analyses
- Preparation of nutrition panels, ingredient declarations & other required label information for Canada, UK, United States & other countries
- Regulatory consultations for food product labels for Canada, Europe, United States & other countries
- Providing ingredient specifications & possible suppliers
- Assisting at the plant start-up
- Third party assessment of product quality or foreign materials
- Evaluating food product integrity

Contact
Carol Crouse, Food Technologist
19 Fallow Lane
McLeod Hill, NB
Canada E3A 6A7
Phone: (506)-455-FOOD
Fax: (506)-455-3666
E-mail: ccrouse@nbnet.nb.ca

Silliker Canada Cooperation

Silliker Canada Co., a full-service technical facility, is a leader in contract research, routine testing, process monitoring and improvement. With a staff of about 80 employees at its Markham location, including microbiologists, chemists, food scientists and packaging technologists, Silliker Canada is an integral part of the worldwide Silliker network of 25 laboratories in 10 countries. Experienced in all segments of the food industry, including retail, Silliker Canada also serves the Health and Beauty Aids (HABA) and consumer goods industries.

Silliker, Inc. acquired Canada's leading food testing and consulting organization, Diversified Research Laboratories Inc , in the fall of 1999. By combining Diversified, established in 1947, with its own Canadian subsidiary, Silliker is able to offer Canadian food manufacturers, distributors and retailers comprehensive services to ensure the safety, nutritional value and quality of their products. Over 50 years of experience in the chemistry, microbiology and physical testing areas, combined with the extended capabilities worldwide of auditing, technical consulting, and education, makes Silliker Canada Co. the choice for Canadian manufacturers and retailers in an increasingly global marketplace.

Lab Services:

- Microbiology
- Nutritional Labelling
- Chemistry & Physical Testing
- Shelf Life
- Retail Testing

Contact
Silliker Canada Co.
90 Gough Road
Markham, Ontario
Canada L3R 5V5
Tel.: (905)-479-5255
Fax: (905)-479-4645
E-mail: CustomerCare@SillikerCanada.com
Website: http://www.silliker.com/canada/home.php

Maxxam Analytics

Major food companies and Government agencies choose Maxxam because of our:

Experience: Maxxam has provided high quality analytical support to the food industry for more than 30 years. We are consistently chosen by government agencies as a major provider of contract analytical services.

Expertise: With Maxxam you have access to scientific professionals in a variety of disciplines including food science, food chemistry, microbiology, veterinary drug analysis, residue chemistry, genetics, HACCP, food safety, analytical chemistry and environmental science. No other organization offers the complete range of expertise necessary to support your food safety initiatives.

Quality: At Maxxam, we take quality seriously so you can rest at ease. We are accredited by the Standards Council of Canada (in partnership with CFIA) for more tests than any other organization in Canada.

Technology: Many of our clients benefit from our extensive investment in technology. Our customers use Maxxam's proprietary FoodLink software to streamline their data handling process and to enhance their food safety programs through its data trending capabilities.

For further information,

Contact
Keri MacKay, Project Manager
Maxxam Analytics Inc.
200 Bluewater Road, Suite 105
Bedford, NS B4B 1G9
Phone: (902)-420-0203 ext. 233
Toll Free: 1-800-565-7227
Fax: (902)-420-8612
E-mail: keri.mackay@maxxamanalytics.com

University of Guelph

Today's consumer expects the highest standards of food quality and safety. To meet such demands, Ontario food producers, processors and regulators rely on a variety of sophisticated methods to ensure the integrity of food products and resources. **Laboratory Services** provides **analytical, research, regulatory testing** and **consultative services** in support of agriculture and food excellence. In addition we offer a comprehensive laboratory diagnostic and consultation service for both food producing and companion animals, including a disease surveillance program for food-producing animals.

The division provides an integrated multi-disciplinary approach to laboratory services for its clients. Laboratory support and testing programs are of the **highest quality**. With a quality system that is registered to the **ISO 9001:2000 standard**, Laboratory Services is also accredited by such organizations as the American Association of Veterinary Laboratory Diagnosticians and the Standards Council of Canada. Laboratory Services helps to ensure the quality and safety of Ontario's food supply from production through to processing.

With over thirty specialized laboratories and a full complement of scientific and technical staff, Laboratory Services is able to provide advanced, high value technology to support industry, government and academia. As such, the Division helps maintain and improve the environmental sustainability of Ontario's agriculture and food system.

Please send comments, suggestions, or inquiries to:

Contact
University of Guelph
Laboratory Services Division
P.O. Box 3650, 95 Stone Road West,
Guelph, Ontario N1H 8J7
Tel.: (519)-767-6299
E-mail: info@lsd.uoguelph.ca

JR Laboratories Inc.

JR Laboratories was incorporated in Burnaby, B.C. in 1988 and has been operating in Atlantic Canada since 1997. We provide a wide range of analytical services and professional consulting to the industry and to government agencies. Our laboratory specializes in food safety, food composition and natural health product testing. We have various accreditations from the Standards Council of Canada (ISO 17025), the Canadian Association of Environmental and Analytical Laboratories (CAEAL), the Canadian Food Inspection Agency, Health Canada (GMP), the United States Food and Drug Agency and the Quality Management Institute (ISO 9000).

Our services include

- Contaminant testing (e.g. pesticides, PCBs, drug residues, toxins, trace metals, food colours, food additives and extraneous matter) in fish, meat, water, fresh & processed fruit and vegetables, dairy products, edible oils, eggs, honey, wine and natural health products.
- Complete analysis as required for Canadian and US nutritional labeling requirements, including the preparation of nutrition labeling panels.
- Identification and enumeration of common food and waterborne pathogens including *E. coli, Staphylococcus, Salmonella, Listeria and Yersinia.*
- Import and export inspection of a variety of products including canned foods, processed fruit & vegetables, and natural health products.
- Identification and quantitation of active components and the assessment of microbial quality of natural health products.
- Sensory and physical testing of final products to evaluate compliance to standards of quality, contents, presentation, workmanship and container integrity.

In addition to specific analytical services, JR Laboratories provides a wide range of professional consulting services in several areas of food safety, conducts training on a variety of similar topics and engages in Research and Development Projects with industry and with government agencies.

Contact

Phone: (902)-483-2759 or (902)-483-9777
Fax: (902)-826-1768
Website: www.jrlabs.ca

Development Agencies and Market Research

Nova Scotia Regional Development Authorities

The Regional Development Authorities or RDA's receive funding through the Nova Scotia Department of Economic Development and Tourism. RDA offices are located throughout the province (13 in total). The mandate of these agencies is to foster growth and generate wealth for the communities in which they reside by forming partnerships with various groups and making efficient utilization of the local resources.

RDA's are not technical, service-oriented organizations but instead offer assistance and counselling in areas of business research, support and planning.

The following is a list of RDA offices in Nova Scotia:

Antigonish Regional Development Authority
Farmer's Mutual Insurance Building (Suite 2-1)
188 Main St., Antigonish, NS B2G 2B9
Phone: (902)-863-3330
Fax: (902)-863-4095
E-mail: arda@antigonishrda.ns.ca
Web: http://www.antigonishrda.ns.ca/

Cape Breton County Economic Development Authority
338 Charlotte Street, 3rd Floor
Sydney, NS B1P 1C8
Phone: (902)-562-2201
Fax: (902)-562-2866
E-mail: info@cbceda.org
Web: http://www.cbceda.org

Colchester Regional Development Agency
966 Prince Street
PO Box 181
Truro, NS B2N 5C1
Phone: (902)-893-0140
Fax: (902)-897-1157
E-mail: contact@corda.ca
Web: http://www.corda.ca

Cumberland Regional Economic Development Association
35 Church Street, Box 546
Amherst, NS B4H 4A1
Phone: (902)-667-3638
Fax: (902)-667-2270
E-mail: cerc@creda.net
Web: http://www.creda.net

Hants Regional Development Authority
Enfield Office
The English Building
287 Highway 2
Enfield, NS
Phone: (902)-883-3338
Fax: (902)-883-3024
E-mail: amelmock@enterprise.info
Web: http://www.hantscounty.com

Windsor Office
80 Water Street
Box 2313
Windsor, NS B0N 2T0
Phone: (902)-798-2284
Fax: (902)-798-3254
E-mail: hantsrda@fox.nstn.ca

Lunenburg Queens Regional Development Agency

Bridgewater Office
220 North Street
Bridgewater, NS B4V 2V6
Phone: (902)-543-0491
Fax: (902)-543-1156

Chester Office
PO Box 512
186 Central Street
Chester, NS B0J 1J0
Phone: (902)-275-5840
Fax: (902)-543-1156

Liverpool Office
PO Box 1223
16 Harley Umphrey Drive
Liverpool, NS B0T 1K0
Phone: (902)-354-5658
Fax: (902)-543-1156

Lunenburg and Caledonia
By appointment only: 1-800-303-1541
Email: lqrda@eastlink.ca
Web: http://www.lqrda.ns.ca

Pictou Regional Development Commission

980 East River Road
New Glasgow, NS B2H 3S8
Phone: (902)-752-6159
Fax: (902)-755-2722
E-mail: info@prdc.com
Web: http://www.prdc.com

Kings CED Agency

28 Aberdeen Street, Suite 5
Kentville, NS B4N 2N1
Phone: (902)-678-2298
Fax: (902)-678-2324
E-mail: info@kingsced.ns.ca
Web: http://www.kingsced.ns.ca |
http://www.liveinnovascotia.com

South West Shore Development Authority

Yarmouth Office
233 Water St. PO Box 13 Yarmouth, NS B5A 4B1
Phone: (902)-742-3210
Fax: (902)-742-3107
E-mail: yarmouthinfo@swsda.com
Web: http://www.swsda.com

Barrington Office
PO Box 237
Barrington, NS B0W 1E0
Phone: (902)-637-2847
Fax: (902)-637-1954
E-mail: barringtoninfo@swsda.com
Web: http://www.swsda.com

Shelburne Office
PO Box 189
Shelburne, NS B0T 1W0
Phone: (902)-875-2915
Fax: (902)-875-1615
E-mail: jhollett@swsda.com
Web: http://www.swsda.com

Clare Office
PO Box 458
Little Brook, NS B0W 1Z0
Phone: (902)-769-3655
Fax: (902)-769-3713
E-mail: pboudreau@swsda.com
Web: http://www.swsda.com

Strait-Highlands Regional Development Agency
32 Paint Street, Unit 5
PO Box 2200,
Port Hawkesbury, NS B9A 3J8
Phone: (902)-625-3929
Fax: (902)-625-1559
Toll-free: 1-800-546-3390
E-mail: bgillis@strait-highlands.ns.ca
Web: http://www.strait-highlands.ns.ca/

Western Valley Development Authority
86 Atlantic Street
PO Box 278
Cornwallis Park, NS B0S 1H0
Phone: (902)-638-8100
Fax: (902)-638-8101
E-mail: wvda@wvda.com
Web: http://www.wvda.com

Guysborough County Regional Development Association
46 Main Street
PO Box 49
Guysborough, NS B0H 1N0
Phone: (902)-533-3731
Fax: (902)-533-2064
E-mail: gcrda@gcrda.ns.ca
Web: http://www.gcrda.ns.ca

Halifax Regional Development Authority
11 Glendale Ave., Unit 9
Sackville, NS
B4C 3P2
Phone: (902)-869-4040
Fax: (902)-869-4091
Toll-free: 1-800-650-0039
E-mail: hrda@chebucto.ns.ca
Web: http://www.hrda.ns.ca

Acadia University

Acadia Centre for Small Business and Entrepreneurship

The Centre personnel include business counsellors, trainers, technology specialists, a research/information specialist and a learning manager. Acadia students and faculty work with the Centre in providing relevant consulting, counselling and research in support of the small business community. Generally, there is a fee for service associated with one-on- one client counselling or short courses.

The Centre provides activities such as career fairs and expositions, professional development seminars, counselling and training.

Contact
Phone: (902)-585-1180
Fax: (902)-585-1057
Website: http://acsbe.acadiau.ca

St. Francis Xavier University
Enterprise Development Centre

The Centre was opened in October 1997, and its mandate is to enhance regional economic growth in Guysborough, Antigonish, and Pictou Counties by promoting enterprise development and supporting small business growth.

Activities of the Centre include:

- One-on-one small business consulting
- The delivery of a 14 week Ideas and Entrepreneurship Course
- Planning and hosting seminars, workshops, and forums
- Development of a business training program for the cultural sector
- Product development and research

The Centre has access to a food science laboratory on the St. Francis Xavier University campus, specializing in nutrient analysis and sensory testing. The lab is not accredited however and clients have to go elsewhere for official data. The Centre works closely with the Regional Development Authorities in Antigonish, Guysborough and Pictou.

Contact
55 St. Mary's Street
Antigonish, NS
Phone: (902)-867-5543
Fax: (902)-867-2244
Website: http://www.xedc.ca

Saint Mary's University
Business Development Centre

The Centre is located off campus in downtown Halifax. The main objectives of the Centre, which opened in 1989, are to identify, develop and share entrepreneurial skills, attitudes, and opportunities for the realization of individual and organizational goals.

The Business Development Centre serves the private, public and not-for-profit sectors offering:

- Professional Business consulting Services
- Business skills development
- Entrepreneurship development
- Customized Training Programs
- Conferences
- Workshops
- Seminars

In addition to our local services, the Centre has extensive experience in the planning and implementation of numerous International Programs and high-level Management Training in countries such as Armenia, Azerbaijan, Georgia, Kazakhstan and Uzbekistan.

Contact
Phone: (902)-429-2992
Fax: (902)-429-0330
Website: http://www.stmarys.ca/partners/smubdc/htmls/

University College of Cape Breton
Community Economic Development Institute

The Community Economic Development (CED) Institute is a vehicle for UCCB to promote, encourage and support community economic development research and initiatives within a participatory framework. The institute provides workshops, conferences, newsletters and video presentations.

Contact
Phone: (902)-563-1467
Website: http://ccen.uccb.ns.ca

The Co-operative Business Development Unit

The Purpose: The Nova Scotia Co-operative Council is a member driven and supported organization that is dedicated to the development of Nova Scotia's co-op and credit union sector. To better accomplish this goal a new entity, the Co-operative Business Development Unit (CBDU) has been created. The operations of this unit are totally focused on supporting the development of new and innovative co-operatives and to stimulate the effectiveness, growth and expansion of existing co-operatives.

Why Business Development: Most co-operatives are established to fill a common need of individuals or community. As such the strength of many co-operatives do not focus around management and business practices, yet co-ops are nearly always involved in operating a business. Our experience shows that most co-ops have the ideas, the opportunity and the desire to make their organization more effective for their members and their communities. However they may be unable to capitalize on these opportunities due to a lack of expertise and support specific to the co-operative model. Large or small, to operate effectively co-operatives must understand and practice good governance, good management and good business principals. As a member of the NSCC the CBDU is there to provide the services you need to both start and strengthen your co-op.

Support and Services Available: The supports and services available to both envisioned and established co-operatives are extensive. They include

- General consultation
- Feasibility assessments
- Co-operative incorporation
- Governance and management training
- Opportunity analysis
- Project management
- Business evaluation and planning
- Co-operative law and regulations
- Financing options
- Advocacy

Staff Members and Regions: The CBDU consists of a network of regional offices and Co-operative Business Development Officers. These individuals all have solid backgrounds in co-operative development and sound business operations as well as valuable contacts within the co-operative, private business and government sectors.

Cost Considerations: Most of the support services are available at no cost. These include many of the consultations and registration and start-up requirements for the creation of new co-operatives. Many of the professional services resulting in stronger and more effective co-operative organizations are provided on a cost recovery basis. The intention of the NSCC is not profit, but to provide the best level of professional services specific to the co-operative model while itself remaining financially sustainable. In so doing we grow co-operatives in a responsible and cost effective manner.

Becoming Involved: Groups or individuals considering the development of a new co-operative are invited to contact us at any time. Members of the Nova Scotia Cooperative Council have immediate access to our broad range of co-operative development services. Assessment consultations are also available to non-member co-operatives to determine the advantages associated with membership and subsequent development services. We are here to help you, your co-operative and your community. Contact the Co-operative Business Development Officers closest to you at the office locations noted below.

Western Region
Contact: Terry Thibdeau
Pier One Complex 103 Water Street
Yarmouth, NS B5A 4P4
Ph: (902) 742-0555
Email: terry.thibodeau@ns.sympatico.ca

Cape Breton Region
Contact: Susan King
338 Charlotte Street
Sydney, NS B1P 1C8
Ph: (902) 564-8821
Email: susanking@eastlink.ca

Central Region
Contact: Fred Pierce
90 Research Drive
PO Box 1872
Truro, NS B2N 6C7
Ph: (902) 896-7289
Email: fred@nsco-opcouncil.ca

The NSCC Co-operative Business Development Unit:
Helping to Build Your Co-operative and Your Community

Community Business Development Corporations (CBDC)

As CBDCs, we assist in the creation of small businesses and in the expansion and modernization of existing businesses by providing financial and technical services to entrepreneurs.

1. Financial assistance to a maximum of $125,000 is available in the forms of loans, loan guarantees and equity financing to existing and aspiring entrepreneurs.
2. Business counselling & advice is available to small businesses. We help businesses to succeed and therefore we give high priority to the advisory role of our mandate.
3. Entrepreneurship development and training to individuals and small business owners/managers is available in many of our offices.
4. Technical assistance usually takes the form of guidance and coaching, and sometimes advocating on behalf of our clients to other lending establishments or regulatory agencies.

Typically, our services are targeted to entrepreneurs who require customized financing not normally available from traditional sources.

Contact
Atlantic Association
of CBDCs
34 England Avenue,
P.O. Box 40
Mulgrave, NS
B0E 2G0
Tel: (902)-747-2232
Fax: (902)-747-2019
Website: www.cbdc.ca

InNOVAcorp

InNOVAcorp enables promising early stage Nova Scotia companies to accelerate commercialization of their technologies and increase competitiveness in export markets. Our High Performance Incubation (HP*i*) model augments traditional business incubation facilities and services by offering an additional layer of venture guidance and investment.

Focusing on companies with unique service offerings and/or proprietary technology, InNOVAcorp works closely with emerging entrepreneurs to provide flexible, imaginative, and cost-effective services to help them through the early growth phases.

Three critical resources are used to address clients' needs:

Business Incubation

Through its incubation facilities, the Technology Innovation Centre and the BioScience Enterprise Centre, InNOVAcorp provides the environment needed to help emerging technology companies mature. These facilities deliver more than office, lab, and industrial space; they also offer a comprehensive blend of business resources, opportunities, and synergies that result in entrepreneurial success.

Mentoring

The corporation takes a hands-on approach in assisting unique new business ventures by offering customized advisory services that encompass the knowledge base of InNOVAcorp, its partners, and the business community.

Investment

InNOVAcorp is an active venture capitalist, managing the Nova Scotia First Fund (NSFF). As the lifeblood of entrepreneurs, venture capital is a vital component of the HPi model. The corporation remains committed to leveraging the NSFF to secure additional capital required to increase early stage commercialization funds.

Contact:

InNOVAcorp Corporate Office
101 Research Drive
Dartmouth, NS B2Y 4T6
Tel: (902)-424-8670
Fax: (902)-424-4679
Toll Free (Atlantic Canada): 1-800-565-7051

BioScience Enterprise Centre
1721 Lower Water Street
Halifax, NS B3J 1S5
Tel: ((902)-421-2732
Fax: (902)-421-2733

Technology Innovation Centre
1 Research Drive
Dartmouth, NS B2Y 4M9
Tel: (902)-465-8877
Fax: (902)-466-6889

Canada/Nova Scotia Business Service Centre

The Centre in Halifax is a full-service information resource, accessible province-wide and free-of-charge. Business information is provided in terms of federal and provincial government regulations programs and services. Staff offer business counselling and provide on-site internet searches. A Business Start-Up Guide is available in hard copy. The Centre works closely with Access Nova Scotia, which has offices throughout the province.

Access Nova Scotia Offices:

Bridgewater Access Nova Scotia
77 Dufferin Street
Bridgewater, NS B4V 3W8
Fax: (902)-543-0599

Dartmouth Access Nova Scotia
Superstore Mall
650 Portland Street
Dartmouth, NS B2W 6A3
Fax: (902)-424-0707 or (902)-424-8652

Halifax Access Nova Scotia
West End Mall
6960 Mumford Road
Halifax, NS B3L 4P1
Fax: (902)-424-0711

Kentville Access Nova Scotia
28 Aberdeen Street
Kentville, NS B4N 2N1
Phone: (902)-679-6170
Fax: (902)-679-6211

Truro Access Nova Scotia
35 Commercial Street, Suite 101
Truro, NS B2N 3H9
Fax: (902)-893-6108

Yarmouth Access Nova Scotia
Provincial Building
10 Stars Road Suite 127
Yarmouth, NS B5A 2T1
Fax: (902)-742-0751

Sydney Access Nova Scotia
Moxham Center
380 Kings Road
Sydney, NS B15 1A6
Fax: (902)-563-0514 or (902)-563-0504

Contact
Toll free: 1-800-670-4357
Website: http://www.gov.ns.ca/snsmr

Government Departments

Agriculture and Agri-food Canada
Market and Industry Services Branch

The mandate of this branch is to work with the agri-food and seafood sector to enhance its global competitiveness. Activities include incoming and outgoing trade missions, export-development seminars, the provision of market information and intelligence, etc.

The Market and Industry Services Branch in Nova Scotia is located at the World Trade and Convention Centre in Halifax.

Contact
Phone: (902)-426-3198
Fax: (902)-426-3439
Website: http://www.agr.gc.ca/mar_e.phtml

Nova Scotia Department of Agriculture and Fisheries
Product and Quality Development Division

This division is focused on the development of innovative, value-added products in the agricultural and fisheries industries.

The Division offers programs that will assist innovative Nova Scotia Agriculture and Fisheries producers and processors in the development of their new ideas, products, technologies and services.

Strategic Priorities:

The Product and Quality Development Team identified the following priorities:

- Encourage both primary and secondary producers in the agriculture and seafood industries to produce new, value-added, and high quality products. The Division's role is designed to reduce barriers to commercialization and provide strategic linkages between industry and government participants.
- Provide professional support and strategic linkages to assist clients and businesses associated with the agriculture, seafood and food processing sectors to investigate new processes, equipment, technologies, packaging and products outside of Nova Scotia.
- Partner with industry organizations and other department agencies to identify, develop and promote value-added opportunities surrounding the agriculture, seafood and food processing sectors.
- Develop initiatives targeting potential new clients, quality improvements, training and promotion of members' products and services in co-operation with the Taste of Nova Scotia Society and the Taste of Nova Scotia Quality Food Council.

For more detailed information on these priorities and programs, please contact any of the following staff members:

Gary Scott	Manager	424-0344
Ken Campbell	Planning and Development Officer	485-7140
Ellen O'Reilly	Planning and Development Officer	424-0332
George Carmichael	Planning and Development Officer	424-0339

Nova Scotia Department of Agriculture and Fisheries
Innovative Technology

Our Department provides technical and financial support to commercial fishers, aquaculturists and processors in coastal communities in Nova Scotia; supports development and demonstration projects as a means of introducing new and improved technology to the industry; provides engineering services to other divisions of the department; and administers a federal-provincial Cooperation Agreement relating to aquaculture, fishing vessels and sport fishery development.

Innovations in Fisheries and Aquaculture Programs

- Technology at work
- Community Development
- Technology Transfer
- Processing Technology
- Harvesting Technology
- Fishing Industry Self Help (F.I.S.H.)
- Student Initiatives
- Aquaculture Development

For further information:

Contact
Marshall Giles
Manager, Innovations in F &A
Phone: (902)-424-0336
E-mail: gilesm@gov.ns.ca

Nova Scotia Department of Agriculture and Fisheries
Marketing Services Division

The Marketing Services Division has offices in Halifax, Kentville and on the campus of the Nova Scotia Agricultural College in Truro. Division staff: deliver expert marketing advice and information to clients in the agri-food industry; identify and develop marketing opportunities; provide assistance to clients in applying market information to agri-businesses; and coordinate an annual trade event calendar and market research plan based on industry input and priorities.

Contact
Scott Hosking
Director, Marketing Services
Phone: (902)-424-8868
Fax: (902)-424-4671
Website: http://www.gov.ns.ca/nsaf/marketing/

Market Research Companies

Market Research Associates Ltd.
P.0. Box 34097
Scotia Square
Halifax, NS B3J 3S1
Tel: (902)-425-1320
Fax: (902)-425-1325
Contact: Robin Rodger, President

Morton Horticultural Associates
2043 Langille Drive
Coldbrook, NS B4R 1C3
Tel: (902)-679-1467
Fax: (902)-679-0923
E-mail: mha@accesswave.ca
Contact: Gary Morton, Business Management Specialist

Novus Consulting Group Ltd.
202 Brownlow Avenue, Suite 203
Dartmouth, NS B3B 1T5
Tel: (902)-476-9051
Fax: (902)-852-4349
E-mail: dshiner@novusconsulting.com
Contact: Don Shiner, Partner

Atlantic Centre for Agri-Business
P.O. Box 550
Truro, NS B2N 5E3
Tel: (902)-893-6700
Fax: (902)-897-0038
E-mail: srussell@nsac.ca
Contact: Steven Russell, Executive Director

Omnifacts Research
Cogswell Tower, Suite 800
2000 Barrington Street
Halifax, NS B3J 3K1
Tel: (902)-491-2529
Fax: (902)-492-3756

Saint Mary's University Business Development Centre
1546 Barrington Street
Halifax, NS B3J 3X7
Tel: (902)-429-2992
Fax: (902)-429-0330
Website: www.smu.ca/smubdc

Atlantic Centre for Agri-Business
P.O. Box 550
Truro, NS B2N 5E3
Tel: (902)-893-6700
Fax: (902)-897-0038
E-mail: srussell@nsac.ca
Contact: Steven Russell, Executive Director

Advocate Communications Group
90 Research Drive
Truro, NS B2N 6Z4
Tel: (902)-895-7947
Fax: (902)-893-1427
E-mail: rassels@advocatecommunications.com
Contact: Rob Assels, Director of Market Research

Industry Associations

Nova Scotia Food Industry Associations

Fruit & Vegetables

Greenhouse Growers Association of NS
166 Evergreen Drive
Truro, NS B2N 6H9
Contact: Yvonne Thyssen-Post
Phone: (902)-895-1414
Fax: (902)-895-5188
E-mail: thyagrissen@ns.sympatico.ca

Horticulture Nova Scotia
Kentville Agricultural Centre, Blair House
Kentville, NS B4N 1J5
Contact: Donna Crawford
Phone: (902)-678-9335
Fax: (902)-678-1280
E-mail: hortns@ns.sympatico.ca
Website: www.hortns.com

Nova Scotia Fruit Growers Association
Kentville Agricultural Centre, Blair House
Kentville, NS B4N 1J5
Contact: Dela Erith
Phone: (902)-678-1093
Fax: (902)-678-1567
E-mail: derith@nsapples.com
Website: www.nsapples.com

Nova Scotia Cranberry Growers Association
RR #1 497 Hwy 201
Lawrencetown, NS B0S 1M0
Contact: Anne Taylor
Phone: (902)-584-3341

Wild Blueberry Producers Association of NS
P.O. Box 119
Debert, NS B0M 1G0
Contact: Dave Sangster
Phone: (902)-662-3306
Fax: (902)-662-3284
E-mail: wbpans@auracom.com
Website: www.nswildblueberries.com

Grape Growers Association
3735 Highway 221
Berwick, NS B0P 1E0
Contact: Joanne Moran
Phone: (902)-538-7527
Fax: (902)-538-3248
E-mail: ashburne@glinx.com

Meat, Poultry, Eggs, Milk

Beef Information Centre
1550 Bedford Highway, Suite 210
Bedford, NS B4A 1E6
Contact: Janet Bryson
Phone: (902)-835-2959
Fax: (902)-835-7875
E-mail: jbryson@beefinfo.org
Website: www.beefinfo.org

Sheep Producers Association of Nova Scotia
1045 Hwy #2, Five Islands, Colchester County
Nova Scotia B0M 1K0
Contact: Carol Corbett
Phone: (902)-254-3889
Fax: (902)-254-3889
E-mail: crlcrbtt@aol.com

Chicken Farmers of Nova Scotia
P.O. Box 338
Canning, NS B0P 1H0
Contact: Michael Canavan, General Mgr.
Phone: (902)-582-7400
Fax: (902)-582-7066
E-mail: chicken@ns.sympatico.ca

Dairy Farmers of Nova Scotia
P.O. Box 782, 90 Research Dr.
AgriTECH Park, Truro, NS B2N 5E8
Contact: Brian Cameron
Phone: (902)-893-6379
Fax: (902)-897-9768
E-mail: bcameron@dfns.ca
Website: www.dfns.ca

Pork Nova Scotia
339 Willow Street,
Truro, NS B2N 5A6
Contact: Karen Cole
Phone: (902)-895-0581
Fax: (902)-893-4236
E-mail: kcole@tru.eastlink.ca
Website: www.pork.ns.ca

Milk Maritime Inc.
191 Halifax Street, Suite 3
Moncton, NB E1C 9R7
Contact: Bob Stultz, General Manager
Brigitte Porelle-Bourque, Promotions Coordinator
Phone: (506)-855-8800 or 1-800-465-2697
Fax: (506)-855-8500
E-mail: mmibp@nb.sympatico.ca or mmija@nb.sympatico.ca

Nova Scotia Cattlemen's Association
P.O. Box 1474
Truro, NS B2N 5V2
Contact: Ruth Kaiser
Phone: (902)-893-7455
Fax: (902)-893-3397

NS Egg & Pullet Producers' Marketing Board
P.O. Box 1096, Truro, NS B2N 5G9
Contact: Patricia Wyllie
Phone: (902)-895-6341
Fax: (902)-895-6343
E-mail: nsegg@ns.sympatico.ca

Nova Scotia Turkey Producers' Marketing Board
P.O. Box 407
Canning, NS B0P 1H0
Contact: Sonya Lorette
Phone: (902)-582-7877
Fax: (902)-582-5326
E-mail: lean.turkey@ns.sympatico.ca

Seafood & Aquaculture

Aquaculture Association of Nova Scotia
The Village at Bayers Road, Starlite Gallery
7071 Bayers Road, Suite 320
Halifax, NS B3L 2C2
Contact: Brian Muise
Phone: (902)-422-6234
Fax: (902)-422-6248
E-mail: bmuiseaans@eastlink.ca
Website: www.aansoline.com

Nova Scotia Fish Packers Association
38-B John Street
Yarmouth, NS B5A3H2
Contact: Denny Morrow
Phone (902)-742-8391
Fax: (902)-742-8391
E-mail:fishpackers@klis.com
Website: www.fishpackers.com

Seafood Producers Association of Nova Scotia
P.O. Box 991, 45 Alderney Dr., Suite 1801
Queen's Square, Dartmouth, NS B2Y 3Z6
Contacts: Roger Stirling/Sandra Farwell
Phone: (902)-463-7790
Fax: (902)-469-8294
E-mail: spans@ns.sympatico.ca

Miscellaneous Groups

Atlantic Canada Food Export Partnership
55 Watts Ave., West Royalty Industrial Park
Charlottetown, PEI C1E 2B7
Contact: Ann Worth
Phone: (902)-894-5015
Fax: (902)-894-5014
E-mail: atlcanadaexport@pei.aibn.com
Website: www.atlcanadaexport.ca

Nova Scotia Beekeepers Association
RR # 2, Berwick
Kings County, NS B0P 1E0
Contact: Joanne Moran
Phone: (902)-538-3248
Fax: (902)-538-3248
E-mail: nsba@glinx.com

AgraPoint
92 Webster St., Kentville, NS B4N 1H9
Contacts: Dale Kelly, Sara Murphy, Tawnya MacNeil
Phone: (902)-678-7722
Fax: (902)-678-7266
or
90 Research Drive, AgriTECH Park
Truro, NS B2N 6Z4
Phone: (902)-896-2345/(902)-896-0277
Toll free: 1-866-222-6609
Fax: (902)-896-7299
E-mail: info@agrapoint.ca
Website: www.agrapoint.ca

Nova Scotia Organic Growers Association
(NSOGA)
Danny Bruce
PO Box 16
Annapolis Royal, NS B0S 1A0
Phone: (902)-665-2119
Website: www.NSOGA.org

Maple Producers Association of Nova Scotia
12 Valley Road, Westchester Station
Nova Scotia B0M 2A0
Contact: Jean Bentley
Phone: (902)-548-2973
Fax: (902)-548-2833
Website: www.novascotiamaplesyrup.com

Nova Scotia Federation of Agriculture
339 Willow Street
Truro, NS B2N 5A6
Contact: Donna Langille
Phone: (902)-893-2293
Fax: (902)-893-7063
E-mail: nsfadonna@tru.eastlink.ca

Agri Futures &ACAAF
Contact: Henry Bowers
Phone: (902)-889-2323
Fax: (902)-889-3715
E-mail: vernal.azimuth@ns.sympatico.ca
Website: www.agr.gc.ca/acaaf/index_e.html

Taste of Nova Scotia Society
P.O. Box 368 - 29 Inglis St., 2nd Floor
Truro, NS B2N 5L5
Contact: Heather MacKenzie
Phone: (902)-895-3315
Fax: (902)-895-1011
E-mail: taste@tasteofnovascotia.ns.ca
Website: www.tasteofnovascotia.ns.ca

Atlantic Cdn Organic Regional Network - ACORN
P. O. Box 6343
Sackville, NB E4L 4K8
Contact: Beth McMahon
Tel: (506)-536-2867
Toll free: 1-866-32ACORN (22676)
Fax: (902)-632-2837
E-mail: admin@acornorganic.org
Website: www.acornorganic.org

Canadian Council of Grocery Distributors
1246 Hollis Street
Halifax, NS B3J 1T6
Contact: Jeanne Cruikshank
Tel: (902)-422-7279
Fax: (902)-429-0669
E-mail: jcruikshank@ccgd.ca

Taste of Nova Scotia Quality Food Program
10 Akerley Blvd. Unit 42
Dartmouth, NS B3B 1J4
Contact: Michael Watts
Phone: (902)-492-9291 or 1-800-281-5507
Fax: (902)-492-9286
E-mail: taste@tasteofnovascotia.com
Website: www.tasteofnovascotia.com

The Nova Scotia Biotechnology and Life Sciences Industry Association
101 Research Drive
Dartmouth, NS, B2Y 4T6
Phone: (902)-424 8670 ext. 179
Fax: (902)-424 4679
E-mail: bionova@innovacorp.ns.ca
Website: www.bionova.ns.ca

Winery Association of Nova Scotia
Contact: Hans Jost
Phone: (902)-257-2636
Fax: (902)-257-2248
E-mail: scorkum@st.-famille.com

Packaging Suppliers

Reynolds Food Packaging

Agriculture

We offer containers for the agricultural market – that is growers of fruits and vegetables that require attractive, protective packaging for blueberries, strawberries, raspberries, tomatoes and lettuce. If you are looking for a package, which is not currently available, please consult with one of our account managers – who will help design a package specifically for you.

Bakery Products

A broad selection of bakery packaging is available: cake containers in either OPS or PET; pie containers in either plastic or aluminium (base only), general bakery foldover containers; tart trays and foldovers; donut containers, and muffin trays and containers

Food Processing

Reynolds Food Packaging Canada Inc. offer unique choices for the food processor market. Whether it's a commercial bakery, a meat processor or entrée manufacturer, we offer a broad line of available packaging including custom applications. From tooling, design and manufacturing, we offer a comprehensive customized program providing total packaging solution tailored specifically around our customers' needs.

Contact
4171 Highway #3
Chester, NS
B0J 1J0
Tel: (902)-275-3522
Fax: (902)-275-5002
Website: www.reynoldsfoodpackaging.ca

Industrial Packaging Ltd.

This Dartmouth, Nova Scotia based packaging supplier manufactures corrugated boxes and containers, specializing in short runs (from 1- 2000). The containers are both single and double wall corrugate. Specialty board is available such as oyster, water resistant packaging.

Industrial Packaging Ltd. offers custom packaging, designing and manufacturing of both the outside carton and interior protection to meet the customers' needs. The material used is foam and/or corrugate.

The company also designs and manufactures wooden crates capable of carrying items up to and above 50,000 lbs. All the services required for export packaging and shipping (ie receiving, identification, tagging, marking, documentation, palletizing, crating, skid bundling and container loading) are available from Industrial Packaging Ltd.

Contact
Erin McDonald
Phone: (902)-835-1847
Fax: (902)-835-0944
E-mail: emcdonald@industrialackaging.ca
Website: www.industrialpackaging.ca

Bunzl Distribution

Bunzl Distribution, located in Moncton, New Brunswick, is a provider of all types of packaging equipment and packaging materials. The company offers:

- a complete range of packaging films including all grades and gauges of polyethylene film, polypropylene, polyester, cellophane, paper and foil
- a complete range of shrink polyolefin and shrink polyethylene films which are available in plain or printed and in various sizes and gauges
- a complete line of stretch wrapping films for pallet wrapping
- the most complete range of packaging containers for the food industry which includes the dual ovenable and microwaveable trays with complimentary lidding films
- a complete range of packaging equipment systems from pallet wrapping machines, vacuum packaging machines, carton sealing systems, L-bar sealers, sleeve wrappers, film banders, band sealers and a myriad of other equipment
- vacuum pack bags and continuous roll stock in both plain and printed
- Personnel will consult with clients to assess their needs and recommend the most effective packaging with respect to maximizing graphic appeal and shelf life requirements.

Contact
Terry McDonald, General Manager
45 Roderick Avenue
Moncton, New Brunswick
Canada E1H 2K9
Phone: (506)-854-2636
Fax: (506)-867-2286
www.bunzldistribution.com

Farnell Packaging Ltd.

Farnell Packaging in Dartmouth, Nova Scotia, is a local manufacturer/supplier of plain and printed polyethylene (PE) bags and sheets for the produce packing industry. The company also prints self- adhesive labels on rolls.

Farnell Packaging is a distributor of specialty packaging materials such as pallet wraps, Cryovac shrink film, rigid containers, overwrap films, etc.

Contact
Phone: (902)-468-9378
Toll free: 1-800-565-9378
Fax: (902)-468-3192
E-mail: farnell@farnell.ns.ca
Website: www.farnell.ns.ca

Maritime Paper Products Ltd.

Maritime Paper Products established in 1931 is committed to quality and excellence in all aspects of its business. The company specializes in the manufacture of corrugated packaging which may be curtain coated or wax-dipped. Printing presses are computerized and print high quality graphic impressions directly on to the corrugated board. On-site designers will work with customers to develop the package which is most appropriate.

With operations in Dartmouth, Saint John, Summerside and St. John's, the company is able to supply an almost endless range of containers from boxes for meat, fruit and vegetables to water-resistant containers for frozen and fresh fish. With direct printing, customers can add value to their finished products.

Contact
Phone: (902)-468-5353
Toll free: 1-800-565-5353
Fax: (902)-468-7314
Website: www.maritimepaper.com

Richards Packaging

Richards Packaging in Dartmouth, Nova Scotia, is a supplier of rigid packaging (ie plastic and metal closures, glass, pails, and plastic bottles). Jam manufacturers, maple and honey producers and other processors of bottled products can find a variety of packages well-suited to their individual needs.

Contact
Phone: (902)-468-8211
Fax: (902)-468-9059
Website: www.richardspackaging.com

Ropak Corporation

Ropak Corporation is one of North America's leading makers of plastic packaging and materials - handling products. Ropak containers and handling products are used widely in agriculture, fishing, dairies and other food processing industries.

The company's plastic pails and related containers are used increasingly to package products sold in large retail chains. Food containers, often subjected to the extremes of hot-filled and frozen-food applications, meet the exacting standards of food processors for consistency, cleanliness, safety and product integrity.

The company also offers a line of plastic totes, baskets and boxes.

Contact
Phone: (902)-597-3787
Fax: (902)-597-8318
E-mail: info@ropakcorp.com
Website: www.ropakcorp.com

Royal Print and Packaging Ltd.

Royal Print and Packaging Ltd. converts both paper and board into folding cartons and labels. Its the largest company of its kind in Atlantic Canada with sales offices in Saint John, and St. John's. Folding cartons and labels are produced for a large array of products including chocolates, beer, frozen fish, pies, tea, dairy products, etc. The company operates from a modern 40,000 sq. ft. building located in Dartmouth, Nova Scotia.

From sales to administration to the production floor, quality is of the utmost concern.

The style of box is a factor in generating inherent strength. The thickness also protects the product. The greater the thickness of boxboard, the greater the strength, with of course, the greater the cost.

Royal Print and packaging can ascertain the appropriate thickness and design an innovative style of box to economically protect the product. The company's graphic designers will help produce not just a package but also a powerful point of sale marketing tool.

The folding cartons are made from 98% recycled fibre or wood residues. The boxes can be recycled and all of the trim and waste is recovered for recycling.

Contact
Bruce Henderson, VP Operations
Phone: (902)-468-2030 ext.18
Fax: (902)-468-2037

Creative Design Consultants

NS Label/Package Design Consultants

The following is a list of design companies who have experience in the product packaging area. Many of these consultants will discuss design ideas, creative and printing costs and time frame. It is advisable to seek out two to three quotes before making a decision on who can best serve your needs. Note: This is not an exhaustive list and will be updated periodically.

Advocate Printing and Publishing
Brown's Point Road
Pictou, NS
Contact: Chris Morrison
Phone: (902)-485-1990
Website: www.advocateprinting.com

Allura Communications
Historic Properties
1869 Upper Water Street
3rd Floor, Collins Court
Halifax, NS B3J 1S9
Contact: Cheryl Phillips
Phone: (902)-466-0484
Fax: (902)-466-2219
E-mail: allura@allura.com
Website: www.alura.com

Artworks
Suite 600, 1 Maritime Place
2695 Dutch Village Road
Halifax, NS
Phone: (902)-493-3113
Contact: Dean McNeil
Phone: (902)-493-3102
E-mail: postmaster@artworks.ca
Website: www.cclgroup.ca

Aucoin Screen Printing
P.O. Box 1102
531 Victoria Street East
Amherst, NS B4H 4E2
Contact: Paul Carr
Phone: (902)-667-0278
Fax: (902)-667-0328
Website: www.accesslabels.com

Bristol Group
Suite 800 2000 Barrington Street
Halifax, NS B3J 3K1
Contact: Don Stoddard
Phone: (902)-491-2516
E-mail: dstoddard@bristolgroup.ca
Website: www.bristolgroup.ca

Carter Graphics Ltd.
310 Prince Place Unit 109
Truro, NS B2N 1C9
Contact: Pamela Webb
Phone: (902)-893-3861
Fax: (902)-89302573

Farnell Packaging Limited
30 Ilsley Avenue
Dartmouth, NS B3B 1L3
Phone: 902-468-9378
Fax: (902)-468-3192
E-mail: farnell@atcon.com

Fleetway Inc.
Max Ash
Suite 200, 155 Chain Lake Drive
Halifax, NS B3S 1B3
Phone: (902)-468-9378
Fax: (902)-450-2229
E-mail: ash.max@fleetway.ca

Gaynor Sarty Graphic Designs
1574 Argyle Street
Halifax, NS
Contact: Derrick Sarty
Phone: (902)-422-7148
Fax: (902)-422-8879

Hanlon Marketing Design Inc.
Suite 5, 436 Quinpool Road
Halifax, NS B3A 1A8
Phone: (902)-422-6453
Fax: (902)-423-1808
E-mail: hanlon@eastlink.ca

I.E. Design
6 Carriageway Court
Bedford, NS B4A 3V4
Contact: Susan Warr
Phone: (902)-492-4404
Fax: (902)-422-6977

Image Design Communication Ltd.
Suite 225, 200 Waterfront Drive
Bedford, NS B4A 4J4
Contact: Phil Otto
Phone: (902)-835-3559
Fax: (902)-835-6971
E-mail: phil.otto@imagedesign.ca
Website: www.imagedesign.ca

Margaret Issenman Graphic Designer
1956 Preston Street
Halifax, NS B3H 3V9
Contact: Margaret Issenman
Phone: (902)-425-1939
E-mail: issenman@ns.sympatico.ca

Mini Print
28 Stoneridge Court
Bedford, NS B4A 3N3
Contact: Barry Munro
Phone: (902)-835-6464
Fax: (902)-835-7848
E-mail: miniprint@ns.sympatico.ca

Passage Print & Litho Ltd.
P.O. Box 304
Barrington, Shelburne Co., NS
B0W 1G0
Contact: Ed Pierce
Phone: (902)-745-3157
Fax: (902)-745-3175

Quality Graphics Ltd.
69 Wood Street
Truro, NS B2N 4T4
Contact: Carole Anne Knowles
Phone: (902)-897-2808
Fax: (902)-893-2138

Royale Print & Packaging Ltd.
30 Thornhill Drive
Dartmouth, NS B3B 1S1
Contact: Phillip MacKay
Phone: (902)-468-2030
Fax: (902)-468-2037

Scotsburn Studio
P.O. Box 387
Scotsburn, NS
Contact: Susan Cockburn
Phone: (902)-485-4192
Fax: (902)-485-4282
E-mail: sc@scotsburnstudio.com
Website: www.scotsburnstudio.com

Seagull Photography & Design
P.O. Box 1522 Station M
Halifax NS
B3J 2Y3
Phone: (902)-492-2615
Fax: (902)-492-2851
E-mail: seagullgraham@hfx.eastlink.ca

Semaphor Design Co. Inc.
6450 Young Street
Halifax, NS
Contact: Stephen Slipp
Phone: (902)-455-0133
Fax: (902)-455-0212
Halifax, NS B3K 4K1
Phone: 423-9090
E-mail: info@semaphor.ca
Website: www.semaphor.ca

Tampoline
P.O. Box 85 Station M,
Suite 430 Grain House, Brewery Market
1496 Lower Water Street
Halifax, Nova Scotia
B3J 2L4
Contact: Mark Gascoigne
Phone: (902)-429-8741
Fax: (902)-423-1488

Visual Designs
1156 Bedford Hwy.
Bedford, NS
B4A 1B8
Contact: Don Oram
Phone: (902)-835-5500
Fax: (902)-835-2010
E-mail: don@blackdogadvertising.ca
Website: www.blackdogadvertising.ca

Strait Printing & Publishing Ltd.
P.O. Box 449
Port Hawkesbury, NS
B0E 2V0
Phone: (902)-625-2425
Fax: (902)-625-2735

Organic Certifying Bodies

Certifying Bodies

Organic Crop Improvement Association(OCIA –NB)
Contact: Karen Davidge
730 Rte 616
Keswick Ridge, NB E6L 1T1
Phone: (506)-363-3744
Fax: (506)-363-2783
E-mail: davidgeb@nb.sympatico.ca

OCIA International and its members have Been accredited by the following organizations: IFOAM, Bio-Suisee, JAS - Japan, NOP And CAAQ - Quebec.

Maritime Certified Organic Growers (MCOG)
Contact: Al and Simone Geddry
P.O. Box 20-D, RR#1
Meteghan, NS B0W 2L0
Phone: (902)-769-3076
E-mail: ageddry@nbnet.nb.ca

Nova Scotia Organic Growers Association (NSOGA)
Contact: Danny Bruce
P.O. Box 16
Annaplois Royal, NS B0S 1A0
(902)-665-2119
E-mail: an609@chebucto.ns.ca

Garantie Bio-EcoCert
Contact: France Gravel
50 President Kennedy Rd.,
Suite 250 Levis, QC C6V 6W8
Phone: (418)-838-6941
Fax: (418)-838-9823
E-mail: info@garantiebio-ecocert.qc.ca
Website: www.guarantiebio-ecocert.qc.ca

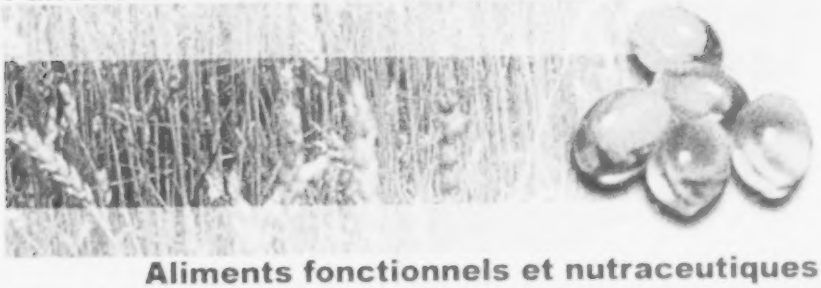
Guarantie Bio-Ecocert is a company offering organic certification according to Canadian, US, EC, JAS BioSuisse standards, organic cosmetic certification, private label control, approval throughout Canada.

OCPP/Pro-Cert Canada Inc.
Contact: Larry Lenhardt
RR#1, 1099 Monarch Rd.
Lindsay ON K9V 4R1
Phone: (877)-867-4264 or (709)-324-2709
Fax: (705)-374-5604
E-mail: ocpp@lindsaycomp.on.ca
Website: www.ocpro-certcanada.com

OCPP/Pro-Cert Canada Inc. (OCPRO) is certified with the Standards Council of Canada ISO 65 accredited certification agency and OCPRO is also accredited by CAAQ and the USDA-NOP.

Life Sciences

Functional Foods and Nutraceuticals



Aliments fonctionnels et nutraceutiques

Canadian functional food and nutraceutical companies are world leaders in quality and innovation. Canada is well positioned to become a leading supplier of functional foods and nutraceuticals to the world. Along with a food inspection system that is world renowned, Canada has an excellent international reputation for a pure, clean environment resulting in safe, high-quality food products. There are strong, cost-effective research capabilities across the country and a collaborative environment among governments, universities, health institutions and industry.

The functional food and nutraceutical industry holds significant potential to

- Improve the health of citizens
- Support environmental initiatives
- Reduce health care costs
- Support economic development in rural communities
- Help growers and the marine industry to diversify.

All regions, from British Columbia to Atlantic Canada, are actively pursuing opportunities in this sector.

Leadership in Action

The Canadian functional food and nutraceutical industry has over 300 companies, from small start up companies to multinational organizations, with an estimated market size of $6.6 billion. The market for functional foods and nutraceuticals is being driven by a growing consumer understanding of the link between diet and health, aging populations, rising health care costs, advances in food technology and nutrition. The market is also driven by scientific and clinical research validating the effectiveness of functional foods and nutraceuticals in preventing diseases.

Value-added Processing

Along with enhancing the nutritive value and functional properties of crops, Canada has also developed an industrial capacity in the value-added processing and extraction of nutritionally valuable elements. For example, Canadian companies have developed specialized fractionation technologies for the processing of raw materials such as legumes, oats and other cereals into starch, protein and fiber. New companies have formed to commercialize novel processing techniques such as microwave enhanced drying (EnWaveCorporation), and microwave-assisted extraction (Radient Technologies Inc).

Canadian companies and researchers specializing in the standardization of herb and plant extracts have developed extraction, isolation, and purification expertise to fulfill Canada's stringent standards for foods, pharmaceuticals and natural health products. Companies have refined analytical methods to verify the potency and bio-activity of herbal extracts and other compounds.

Canadian companies have also developed technologies and expertise in the extraction, characterization, stabilization, modification, and enhancement of the flavonoid components of fruits. The food and food ingredient sector is a very important part of the Canadian nutrition industry. Examples of products produced by Canadian companies include milk and eggs with increased levels of omega-3 fatty acids; cereals and grains including wheat, oat, barley and fenugreek products with enhanced amounts of dietary fiber; yogurts containing probiotics; modified fatty acid vegetable oils; and vegetable proteins from soy, canola and hemp, legumes and fruit products.

Nutraceutical and Functional Food Producers in Nova Scotia

Acadian Seaplants Limited

Linda Theriault
Manager – Public & Government Relations
30 Brown Avenue
Dartmouth NS B3B 1X8
Phone: (902)-468-2840
Fax: (902)-468-3474
E-mail: ltheriault@acadian.ca
Website: http://www.acadianseaplants.com

Acadian Seaplants Ltd. is a world leader in marine plant product technology applications for seaweed extract fertilizers; Ascophyllum kelp meal for feed supplements and soil amendments; edible sea vegetables; seaweed ingredients for food, health and beauty markets; and commercial brewing agents. Acadian Seaplants is a fully integrated company with over 35 years experience.

Ascenta Health Ltd.

Marc St-Onge
President
201 Brownlow Avenue – Unit 51
Dartmouth NS, B3B 1W2
Phone: (902)-435-7329
Fax: (902)-435-3513
E-mail: mstonge@ascentahealth.com
Website:http://www.ascentahealth.com

Ascenta Health Ltd. is an award winning manufacturer and distributor of high quality natural health products including a premium brand of pharmaceutical grade fish oil.

Ocean Nutrition Canada Ltd.

Ross McCurdy
Chief Executive Officer
101 Research Drive
Dartmouth NS B2Y 4T6
Phone: (902)-480-3200
Fax: (902)-480-3199
E-mail: rmccurdy@ocean-nutrition.com
Website: http://www.ocean-nutrition.com

Ocean Nutrition Canada is an innovator and supplier of quality marine-based natural ingredients to the global dietary supplements and functional food markets.

Ocean Produce International

Ed Cayer
Vice-President
PO Box 995
Shelburne NS B0T 1W0
Phone: (902)-875-4444
Fax: (902)-875-4445
E-mail:ecayer@oceanproduce.com
Website:http://www.oceanproduce.com

Ocean Produce International is involved in the development of unique lipids and other nutritional and pharmaceutical products from Sea Parsley™ and is a producer of kainic acid (KA) yielding algae.

Naturally Nova Scotia Health Products Ltd.

Stephan Cordes
Marketing Manager
2769 Lawrence town Road
Dartmouth NS B2Z 1L3
Phone: (902)-434-7206
Fax: (902)-435-3698
E-mail:scordes@naturallynovascotia.com
Website:http://www.naturallynovascotia.com

Naturally Nova Scotia is a vertically integrated organic herbal products producer. The company's certified organic product line includes alcohol and glycerine based extracts as well as a variety of encapsulated herbs and teas.

Van Dyk's Health Juice Products Ltd.

Randy MacDonald
Business Manager
PO Box 197
Port Williams NS B0P 1T0
Tel: (902)-542-4405
Fax: (902)-542-2346
E-mail:randymacdonald@vandykblueberries.ca
Website:http://www.vandykblueberries.ca

Van Dyk's Health Juice Products Ltd. Produces and all-natural 100% pure wild blueberry juice.

Valley Flax Flour Ltd.

Howard Selig
President
PO Box 89
1 Station Street
Middleton NS B0S 1P0
Phone: (902)-825-1528
Fax: (902)-825-6295
E-mail:howard.selig@flaxflour.com
Website:http://www.flaxflour.com

Argyle Sea Products

James Conrad
Sales Representative
RR#1
Glenwood NS B0W 1W0
Phone: (902)-643-2807
Fax: (902)-643-2314
E-mail:omega3gold@hotmail.com
Website:http://argyleseaproducts.com

Rainbow Farms Ltd.

Bud Weatherhead
62 Weatherhead Road
Upper Rawdon
Nova Scotia
B0N 2N0

Tel: (902)-632-2548
Fax: (902)-632-2434
E-mail: bud@rainbowfarms.ns.ca
Website: www.rainbowfarms.ns.ca/

The farm is located approximately 60 kilometres from Halifax, which is ideal for exporting blueberries from the Halifax seaport to foreign markets. They have the capacity to process up to (6) million pounds of blueberries and approximately 70% of their blueberries are exported to other countries. They also process freeze rhubarb.

Rainbow Farms prides itself in harvesting only the finest wild blueberries for their customers. They are HACCP recognized facility and have adopted the highly effective HACCP Program in their establishment. The HACCP program is a preventive approach to food safety and is the preferred quality assurance standard world wide.

Origin Biomedicinals Inc.

5162 Duke Street, Suite 520
Halifax, NS B3J 1N7
Tel: (902)-423-5745
Toll Free: 888 234-7256
Fax: (902)-492-0013
General information:
info@originbiomed.com

Customer relations:
origin@originbiomed.com
Research & Clinical Medicine:
mclellan@originbiomed.com
Website: www.originbiomed.com

Origin BioMedicinals Inc. brings needed biomedicinal natural products to professional caregivers and consumers. They use the highest quality active ingredients, but more importantly, they back up our products with documented scientific and clinical proof of their effectiveness.

Many natural health products on the market today lack high quality ingredients; sufficient quantity of the ingredients to provide a health benefit; and documented evidence of their effectiveness. With its access to qualified pharmacists, medical researchers and clinicians, Origin provides only those products which have a solid scientific foundation.

BioNova

Marli MacNeil, CEO
1721 Lower Water Street
Halifax, NS B3J 1S5
Tel: (902)-421-5705

Fax: (902)-421-2733
E-mail: mmacneil@bionova.ns.ca
Website: www.bionova.ns.ca

BioNova is Nova Scotia's Biotechnology and Life Sciences Industry Association. They're helping our members to develop their businesses as the sector grows in the province. They provide members with networking opportunities through meetings and workshops and participation in National and International conferences and tradeshows. Their members benefit from their strong strategic alliances with government and the private sector. They also help the industry as a whole through public education initiatives, training seminars and workshops and student programs such as the Aventis Biotech Challenge.

Hird's Ginseng Farm

Linda & Murray Hird
Owners
1274 Hwy 360 North
Berwick, NS
B0P 1E0
Tel: (902)-538-3376
Fax: (902)-538-3376
E-mail:
General Info:
ginsenginfo@hirdsginseng.com
Sales: ginsengsales@hirdsginseng.com
Website: www.hirdsginseng.com

Hird's Ginseng Farm has been growing North American Ginseng (Panax Quinquefolium) since 1993. Their products are 100% pure Ginseng, nothing is added. Contents are free of artificial ingredients, preservatives, fillers or additives of any kind. All products feature a tamper evident safety seal to insure freshness and purity.

For more information on the Canadian Functional Food and Nutraceutical Industry, or the work of AAFC in this sector, please contact:

Brian Rattray, Assistant Director
Food Safety and Quality, and Markets and International Teams
Agriculture and Agri-Food Canada
930 Carling Ave. Room 597
Ottawa, ON K1A 0C5
Tel: (613)-759-6048 Fax: (613)-759-7480
E-mail: rattraybl@agr.gc.ca

Allison Miranda, Sr. Market Development Officer
Food Safety and Quality, and Markets and International Teams
930 Carling Ave, Room 597
Ottawa, ON K1A 0C5
Tel: (613)-759-7702 Fax: (613)-759-7480
E-mail: mirandaa@agr.gc.ca

Angela Ierullo, Sr. Market Development Officer
Markets and International Team
930 Carling Ave, Room 597
Ottawa, ON K1A 0C5
Tel: (613)-759-7526 Fax: (613)-759-7480
E-mail: ierulloa@agr.gc.ca
Aussi disponible en français.

Kosher

Kosher

Kosher is the anglicized version of the Hebrew word "Kasher" meaning "fit" or "proper to be used." Food is Kosher only if it's ingredients and the means of its manufacture have complied with a certain set of stringent and demanding laws and regulations. Keeping kosher means adhering to the Jewish dietary laws-nearly 3.500 years old that have their origins in passages of the Torah (Bible).

Over the past decade, food technology has led to a kosher food industry, which expanded, from a backyard operation to an industry approaching $30 billion in annual sales. There are over 320 kosher symbols displayed on products worldwide.

In order to highlight the purpose and significance of a product bearing a kosher symbol, below are several important clarifications for the kosher consumer:

1. The "K" insignia is neither a copyrighted symbol - nor is it a certification that the product is necessarily Kosher.

2. Some Ingredients with innocuous sounding names need special attention. "Natural Colours" Like brown and tan have been known to be derived from monkey entrails, or green and blue from calamari squid ink, "softeners" from whale oil, "artificial flavours" from cats, and "sweeteners" utilizing white grape.

3. The letter "D" appearing alongside the kosher symbol indicates the product contains dairy ingredients. The letters "DE" indicates the product was produced on dairy equipment.

4. The word Pareve or the letter "P" means that the ingredients used are free from any animal derivative. No meat or Dairy is used.

The 13th century Kabbalist Menachem Recanti explains that the human body is the instrument of the soul - enabling the soul to discharge its task in this world. "Even a craftsman cannot do his work without proper tools, so the soul cannot fulfill its task without a cooperating body...ever the light shines the brighter through a good lamp, and the same trees yield different fruit according to the soil..." so too, the food we eat has a direct effect on the purity and refinement of our personality.

How to have your company labelled kosher:

Contact

Canadian
Kashruth Council of Canada
4600 Bathurst Street, Suite 240
Toronto, Ontario
Canada
M2R 3V2
Phone: (416)-635-9550
Fax: (416)-635-8760
Website: www.cor.ca

Mk Vaad Hair
6825 Decarie Blvd.
Montreal, Quebec
H3W 3E4
Tel: (514)-739-6363
Fax: (514)-739-7024
E-mail: goldie@mk.ca
Website: www.mk.ca/index.php

The Orthodox Rabbinical Council of British Columbia
1100-1200 West 73rd Avenue
Vancouver, BC V6P 6G5
Phone: (604)-267-7002
Fax: (604)-267-7003
E-mail: info@bckosher.org
Website: www.bckosher.org/

United States

Orthodox Union
11 Broadway
New York, NY 10004
Phone: (212)-563-4000
Fax: (212)-564-9058
E-mail:info@ou.org
Website: www.ou.org

Star-K Kosher Certification
Corporate Office
122 Slade Ave. Suite 300
Baltimore, Maryland 21208
Tel: (410)-484-4110
Fax: (410)-653-9294
E-mail: star-k@star-k.org
Website: www.star-k.com/default.htm

KOF-K
201 The Plaza
Teaneck, NJ 07666
Phone:(201)-837-0500
Fax:(201)-837-0126
Website: www.kof-k.com

OK Kosher Certification
391 Troy Avenue,
Brooklyn, NY 11213
Phone:(718)-756-7500
Fax:(718)-756-7503
General: info@ok.org
Applications: apply@ok.org
Questions: questions@ok.org
Webmaster: webmaster@ok.org

Vaad Hoeir of St. Louis
4 Millstone Campus Dr.
St. Louis, MO 63146
Phone: (314)-569-2770
E-mail:avi@ovkosher.org
Website: www.ovkosher.org/

Federal
Funding Agencies/Services

Agriculture and Agri-Food Canada

Canadian Agriculture and Food International Program

The Canadian Agriculture and Food International (CAFI) Program is a key element of Canada's international strategy. It is designed to support Canada's agriculture and food industry by helping to build long-term international strategies that will help ensure the industry is well positioned to succeed in key markets, and to respond to increasing consumer demands and global competition.

Who can participate?

Broad-based sectoral and commodity-based organizations and associations in the Canadian agriculture, agri-food, and seafood sectors, as well as companies working through their associations, are welcome to submit proposals. If your organization is an industry association or alliance, or is a technical-marketing support organization, you may be eligible for funding. Only legal entities able to enter into binding contracts in Canada can participate.
You can submit an application for:

- Long-term international strategies to gain recognition and facilitate long-term sustainable export success; or
- Projects to address short-term needs related to new-market constraints or growth opportunities.

Departmental representatives will rate applications based on a range of criteria, including how proposals align with the APF, the potential for export growth, the association's ability to implement the activities, and the degree to which proposals demonstrate appropriate risk-sharing between industry and government.

Contact
Sandra Canning
Phone: (902)-426-3130
E-mail: cannings@agr.gc.ca
Website: www.agr.gc.ca

The Canadian Agricultural Income Stabilization (CAIS) Program

The Canadian Agricultural Income Stabilization (CAIS) program integrates stabilization and disaster protection into a single program, helping producers protect their farming operations from both small and large drops in income. The CAIS program is a whole-farm program available to eligible farmers regardless of the commodities they produce.

Eligibility Criteria

To be eligible to participate in the CAIS program, you must have:

- Reported farming income (or loss) for income tax purposes for all relevant years;
- Completed six consecutive months of farming activity in the program year;
- Completed a production cycle;
- Opened a CAIS account at a participating bank, credit union or other financial institution;
- Met all program requirements by the deadlines.

Producers of all primary agricultural commodities, including supply-managed commodities (poultry, eggs, milk), who report farming income or loss for tax purposes, can participate in the CAIS program.

Program Description

With the CAIS program, participants select a protection level for their operation and then make the necessary deposit to secure that protection level. Program payments, which include funds from their account and a government contribution, are made when the participant's margin in the program year falls below their reference margin. The bigger the loss, the larger the share of the payment from governments.

Contact
Canadian Agricultural Income Stabilization (CAIS) program
Telephone: 1-866-367-8506
Website: http://www.afsc.ca/default.htm
E-mail: afsc.webmaster@afsc.ca

Renewal

As agriculture is knowledge intensive, producers are increasingly engaging in continuous learning to keep pace with change. Renewal efforts include enhanced public and private business management and consulting services, management and marketing information to assist farmers to enhance their profitability, and networks to better link scientific advances to the creation of new economic opportunities.

Benchmark for Success

Comparing your performance against industry peers and competitors will reveal areas in your business that need fine tuning and set the bar for you in terms of how good you have to be to remain competitive.

To help you with this process, Agriculture and Agri-Food Canada has developed a free, easy-to-use financial tool called "Benchmark for Success". You input basic financial information on your farming operation, and the program generates a report that compares your financial performance with your peers and competitors. The financial information you provide is not collected by AAFC. It is intended for your use only and is completely confidential.

Agricultural Services

Networking and information sharing among producers has proven to be a key benefit to increasing farm management capabilities and addressing a vast array of challenges. As part of the Renewal component of the Agriculture Policy Framework, this site is intended to provide information on agricultural programs and services in each of the provinces, farm management clubs and mentoring programs through links to other government and government-recognized sites.

Canadian Farm Business Advisory Services

The Canadian Farm Business Advisory Services (CFBAS) is the cornerstone of the programs and services being offered through Renewal. Through the CFBAS, eligible producers - those with at least $10,000 in annual gross farm sales and beginning producers- will have access to a range of services. Components of the CFBAS include:

- Program Entry
- Farm Business Assessment
- Application for Farm Business Assessment and List of Consultants
- Follow-up
- Specialized Business Planning Services (SBPS)

This component of the Canadian Farm Business Advisory Services (CFBAS) offers financial assistance to producers in preparing the specialized plans needed for their business, such as diversification, marketing, human resources, expansion, risk management or succession plans. To assist them in developing these plans, producers will

hire and work with a consultant with expertise in a specific area. Governments will pay 50 per cent of the eligible cost of consultant fees up to a maximum of $8,000. Producers will be responsible for paying the balance.

Contact

Toll Free: 1-866-452-5558

Or through the Agriculture Regional Office near you:

Cape Breton	(902)-563-2000
Valley	(902)-679-6005
Central	(902)-893-3645
Western	(902)-837-5161
Eastern	(902)-863-7500

Business Development and Economics (902)-893-6580

Agri-Futures Nova Scotia

The Advancing Canadian Agriculture and Agri-Food (ACAAF) program is a five-year, $240 million program aimed at positioning Canada's agriculture and agri-food sector at the leading edge to seize new opportunities. ACAAF was launched in April 2004 as a successor to the Canadian Adaptation and Rural Development (CARD) Fund, and will continue CARD's innovative and cooperative approach to funding projects at the national, multi-regional and regional level.

Under the ACAAF program, projects are delivered using an innovative industry-led approach at both the national and regional levels.

Goal

To position Canada's agriculture and agri-food sector at the leading edge to capture new opportunities. Ideas that lead to better products, processes and technologies need to be developed, tested and advanced for use throughout the sector. Information needs to reach the right people at the right time. ACAAF is about the future of the Canadian agriculture and agri-food sector and finding new approaches for advancement and innovation.

Eligible Recipients

The selection of an appropriate eligible recipient is carefully considered on a case-by-case basis against established program eligibility criteria. Eligible recipients must demonstrate a capacity to both achieve and report results consistent with the program's accountability framework.

Application Procedure

Application form may be obtained from:

Contact
NS Federation of Agriculture
339 Willow St., Truro
B2N 5A6
Phone: (902)-893-2293
www.agrifutures.ns.ca

Atlantic Canada Opportunities Agency

This federal agency provides, among other things, interest-free loans and assistance in a limited scope of sectors, including information technology, manufacturing, processing and value-adding, tourism and some business service operations. Their business development program can assist with start-ups, expansion or modernization of small and medium size businesses. It also helps to improve your competitiveness by 75% financing for marketing plans, training and quality service. Funding is offered to allow a company to hire qualifies staff for up to three years on a full or part-time basis. There must be demonstrated need for the financial assistance. Enterprise Cape Breton Corporation is ACOA's "sister" agency and is available to businesses on Cape Breton.

Contact

(Halifax) – Lynn Adams – (902)-426-9363
(South Shore- Valley)-Mark Townsend- (902)-875-7324
(Cape Breton, Central/Northern) Kevin Elworthy – (902)-564-3508
(Northern NS) Michelle Scott – (902)-895-2743

Nova Scotia

Regional Office
1801 Hollis Street, Suite 600
PO Box 2284 STN M
Halifax, Nova Scotia
Canada
B3J 3C8
(Courier Address: B3J 3N4)

General Enquiries: (902)-426-6743
Fax: (902)-426-2054
Toll Free: (800)-565-1228

Canada / Nova Scotia Business Service Centre
1575 Brunswick Street
Halifax, Nova Scotia
Canada
B3J 2G1

General Enquiries: (902)-426-8604
Fax: (902)-426-6530
Toll Free: (800)-668-1010
Website:halifax@cbsc.ic.gc.ca

Yarmouth Office
103 Water Street
Pier One Complex
P.O. Box 607
Yarmouth, Nova Scotia
Canada
B5A 4B6
(Courier Address: B5A 4P4)

General Enquiries: (902)-742-0809
Fax: (902)-742-1027

Antigonish Office
188 Main Street; Suite B-1
Antigonish, NS
B2G 2B9

General Enquiries: (902)-867-6075
Fax: (902)-863-4095

Digby Office
68 Water Street
Digby, NS
B0V 1A0

General Enquiries: (902)-245-7308
Fax: (902)-245-5011

Pictou County Office
980 East River Road
New Glasgow, Nova Scotia
Canada
B2H 3S8

General Enquiries. (902)-755-3746
Fax: (902)-755-2722

Bridgewater Office
220 North Street
Bridgewater, Nova Scotia
Canada
B4V 2W6
(Courier Address: B4V 2V6)

General Enquiries: (902)-541-5543
Fax: (902)-543-1156

Kentville Office
Economic Development Centre
Kentville Plaza
28 Aberdeen St
Kentville, Nova Scotia
Canada
B4N 2N1

General Enquiries: (902)-679-5356
Fax: (902)-678-2324

Truro Office
966 Prince Street
Truro, Nova Scotia
Canada
B2N 5C1
(Courier Address: B2N 1H8)

General Enquiries: (902)-895-2743
Fax: (902)-897-1157

Prince Edward Island

Regional Office
Royal Bank Building, 3rd floor
100 Sydney Street
PO Box 40
Charlottetown, Prince Edward Island
Canada
C1A 7K2
(Courier Address: C1A 1G3)

General Enquiries: (902)-566-7492
Fax: (902)-566-7098
Toll Free: (800)-871-2596

Canada / Prince Edward Island Business Service Centre
75 Fitzroy St.
PO Box 40
Charlottetown, Prince Edward Island
Canada
C1A 7K2
(Courier Address: C1A 1R6)

General Enquiries: (902)-368-0771
Fax: (902)-566-7377
Toll Free: (800)-668-1010

Summerside District Office

Mailing address:
PO Box 40
Charlottetown, PE C1A 7K2

Actual Location:
2nd floor
57 Central Street
Summerside, PE

General Enquiries: (902)-888-4144
Toll Free: 1-800-871-2596
Fax: (902)-888-4147

New Brunswick

Regional Office
570 Queen Street, 3rd Floor
PO Box 578
Fredericton, New Brunswick
Canada
E3B 5A6
(Courier Address: E3B 6Z6)

General Enquiries: (506)-452-3184
Fax: (506)-452-3285
Toll Free: (800)-561-4030

Canada / New Brunswick Business Service Center
570 Queen Street
PO Box 578
Fredericton, New Brunswick
Canada
E3B 6Z6

General Enquiries: (506)-444-6140
Fax: (506)-444-6172
Toll Free: (800)-668-1010

Edmundston Office
121 de l'Eglise Street, Suite 407
Edmundston, New Brunswick
Canada
E3V 1J9

General Enquiries: (506)-735-4236
Fax: (506)-739-7486
Toll Free: (800)-561-4030

Campbellton Office
97 Roseberry Street
Campbellton, New Brunswick
Canada
E3N 2G6

General Enquiries: (506)-789-4735
Fax: (506)-789-4933

Miramichi Office
158 Wellington Street, Suite 201
Miramichi, New Brunswick
Canada
E1N 1L9

General Enquiries: (506)-778-2844
Fax: (506)-622-2160
Toll Free: (800)-561-4030

Fundy Region Office
Business Resource Centre
Main Floor
40 King Street
Saint John, New Brunswick
Canada
E2L 1G3

General Enquiries: (506)-636-4485
Fax: (506)-636-4126
Toll Free: (800)-561-4030

Northwest Office
551 Main Street, Suite 100
PO Box 7303
Grand Falls, New Brunswick
Canada
E3Z 2W4

General Enquiries: (506)-473-5556
Fax: (506)-473-6134
Toll Free: (800)-561-4030

Northeast Office
Harbourview Place, Suite 212B
275 Main Street
Bathurst, New Brunswick
Canada
E2A 1A9

General Enquiries: (506)-548-7420
Fax: (506)-548-7722
Toll Free: (800)-561-4030

Southwest Office
570 Queen Street
Ground Floor
PO Box 578
Fredericton, New Brunswick
Canada
E3B 5A6
(Courier Address: E3B 6Z6)

General Enquiries: (506)-452-3135
Fax: (506)-444-4649
Toll Free: (800)-561-4030

Southeast Office
644 Main Street
Ground Floor
PO Box 6051
Moncton, New Brunswick
Canada
E1C 9J8
(Courier Address: E1C 1E2)

General Enquiries: (506)-851-6432
Fax: (506)-851-3961
Toll Free: (800)-561-4030

Tracadie-Sheila Office
439 Moulin Street
PO Box 3666
Tracadie-Sheila, New Brunswick
Canada
E1X 1G5
(Courier Address: E1X 1X4)

General Enquiries: (506)-395-1025
Fax: (506)-395-5672
Toll Free: (800)-561-4030

Specialists

David Hovey- Agri-Food Processing	(902)-426-6740
Jeff Mullem – Community Economic Development	(902)-426-8978
John McKay- Machine Capital Equipment	(902)-426-9556
Jerry O'Neill- Tourism/Wood	(902)-426-9612
James Curry- Trade	(902)-426-9599
Elenor Richardson- Innovation/Technology	(902)-426-1287
Mel Coombs- Director	(902)-426-4427
Kevin Elworthy- ECBC	(902)-564-3508

Contact
General ACOA Inquiries:
Phone: 1-800-561-7862
Fax: (902)-426-2054
Website: http://www.acoa.ca

Business Development Bank of Canada

The Business Development Bank of Canada offers a variety of financial products to fit each stage of a businesses growth. From the smallest micro-business to expanding medium-sized businesses, BDC has a financing alternative to match every need. It puts particular emphasis on knowledge and export-based industries. BDC also offers valuable management including: business training, counselling and mentoring services.

Contact

Ed Handler	Halifax County	(902)-426-7034
Donny Crowell	Bridgewater, Digby, Annapolis, Shelburne, Yarmouth	(902)-742-7520
Sean Shey	Cape Breton	(902)-564-7714
Matthew Fraser	Truro	(902)-895-6378
Rod MacDonald	Halifax	(902)-426-7867

Farm Credit Canada

FCC offers financing to Canadian farmers with or without off-farm income no matter how big or small their operation. You must be a Canadian citizen or permanent resident of legal age.

FCC has many ways to lend support to your endeavour. FCC can lend money for any agriculture or farm-related purchase including the purchase of land, quota, equipment or livestock. FCC can finance businesses on or off the farm that store, process or transport farm inputs or produce. FCC supports diversification on farm property even if the business is not directly related to farming.

Contact

John Hutchings
Phone: (902)-566-7065 (Truro)
(902)-679-5722 (Kentville)
Website: http://fcc-sca.ca

Farm Improvement and Marketing Cooperatives Loans Act (FIMCLA)

FIMCLA is a Federal Government guaranteed loans program for both farmers and their marketing cooperatives to help them with their funding needs. There are two types of loans available under the program:

1. Farm Improvement Loans
2. Farm Marketing Cooperative Loans

Applicants must be actively engaged in farming and operating the farm as a business, Ineligible items include quota purchases, improvements to the family dwelling, short-term operating loans and loans for the purchase of short-term feeder livestock. Detailed information about the Farm Improvement or Farm Marketing cooperative Loans may be obtained through your bank or other lending institution.

Contact
Bob Shalla, Program Director
Phone: (613)-759-6287
FIMCLA: 1-888-346-2511
Website: www.agr.mmb/fimcla or
Your local bank

Human Resources and Skills Development Canada (HRDC)

On February 16, 2004, Human Resources and Skills Development Canada adopted four national directives designed to improve the administration, management, transparency and accountability of contribution programs delivered by or for the Department. These directives apply to contributions under the following programs:

- Employment Assistance Services
- Labour Market Partnerships (including Youth Awareness)
- Research and Innovation
- Targeted Wage Subsidies (agreements for multiple individuals)
- Job Creation Partnerships (agreements for multiple individuals)
- Self-Employment (agreements with organizations)
- Career Focus (agreements with organizations)
- Community Coordinators agreements (i.e., Skills Development, Targeted Wage Subsidies, Self-Employment)
- Skills Link (agreements with organizations)

A key element is the implementation of a new process for calls for proposals for all contribution projects valued at or above $500,000. As part of this process, calls for proposals will be posted on the HRSDC web site to facilitate access.

Under the call for proposals process, HRSDC invites interested and qualified applicants to develop a project proposal and to submit an application for funding to carry out activities that meet a community need identified by HRSDC and that will be funded under one of its contribution programs.

Once all of the applications have been received, they will be assessed and ranked by HRSDC against a specific set of criteria, which will be outlined in the Guide for Applicants. In determining the successful applicant(s), HRSDC may also consider other factors.

HRSDC reserves the right to accept or reject any or all proposals and will notify both the successful (if any) and unsuccessful applicants of the outcome of the call for proposals.

Contact
Charles Dickson
Phone: (902)-426-2988 (Regional Office)
Or 1-800-565-2427
Website: www.ns.hrdc-drhc.gc.ca

Industrial Research Assistance Program

The National Research Council Industrial Research Assistance Program (NRC-IRAP) provides services to Canadian small and medium sized enterprises, assisting them with their research and development and commercialization challenges. NRC-IRAP provides a customized service through a network of Industrial Technology Advisors who have leading-edge expertise in a wide range of industry sectors and who are linked to the latest technological advancements in a number of fields. Sectors range from agriculture to biomedical, to forestry, wood products, manufacturing, and more. They work one-on-one with clients to advise on strategies for R&D, networking, and growth.

The Nova Scotia team of Industrial Technology Advisors consists of the following people:

Andy Woyewoda	Halifax	(902)-426-4670
Brian Hatchett	Halifax	(902)-426-1635
David Martell	Sydney	(902)-564-2960
Don MacAulay	Kentville	(902)-679-5547
Donald Douglas	Halifax	(902)-426-8589
Gary Bustin	Wolfville	(902)-542-1871
Glenn Isenor	Halifax	(902)-426-1477
Robert Gascoigne	Dartmouth	(902)-426-1261
Steve Owen	Halifax	(902)-426-2445

The general NRC-IRAP line for the Atlantic is: (902)-426-3138.

Visit the NRC-IRAP website for more information:

http://irap-pari.nrc-cnrc.gc.ca/main_e.html

Small Business Loans Act

This is a federal government program which provides government guaranteed loans up to $250, 000. The loans may be used to finance:

- The purchase or improvement of real property or immovables.
- The purchase of leasehold improvements to leased property; and
- The purchase or improvement of new or used equipment.

The loans are administered through the chartered banks, so interested persons should contact their own bank's commercial loans officer once the business plan is prepared.

Contact
Chartered bank in your area
Or
Small Business Loans Administration
Industry Canada
Ottawa, ON
Phone: (613)-954-5540
Fax: (613)-952-0290

Provincial Funding Agencies/Services

Nova Scotia Economic Development

The Nova Scotia Office of Economic Development works with people, communities and businesses to create and maintain a vigorous economy fuelled by long-term job creation.

Rural Development

This branch has a network in place that assists communities and business organizations participate in their own economic development. Working with regional development authorities, communities of interest, and geographic communities, staff continually seek to capitalize on strengths and opportunities to grow the rural economy. Offices are located across the province:

Contact

Community and Rural Development
11th floor, Maritime Centre
1505 Barrington Street
B3J 3K5
Contact: Neal Conrad, Director
Phone: (902)-424-6014
Fax: (902)-424-1263
E-mail: nconrad@gov.ns.ca

Field Offices

Sydney
338 Charlotte Street, 1st Floor
Sydney, NS
B1P 1C8
Contact: Ross Kennedy, Regional Manager
Phone: (902)-563-2070
Fax: (902)-563-0500

Halifax
11 South Maritime Centre
1505 Barrington Street
B3J 3K5
Contact: Bill Oland, Business Development Officer
Phone: (902)-424-4319
Fax: (902)-424-1263

Port Hawkesbury
32 Paint Street P.O. Box 219
Port Hawkesbury, NS
B9A 3J8
Contact: Albert LeBlanc
Business Development Officer
Phone: (902)-625-3200
Fax: (902)-625-3069

Yarmouth
Pier 1 Complex
103 Water Street
Yarmouth, NS
B5A 4P4
Contact: Robert Maillet, Regional Manager
Phone: (902)-742-8404
Fax: (902)-742-0019

Truro
35 Commercial Street
Suite 101
Truro, NS
B2N 3H9
Contact: Sonny Alexander, Regional Director
Phone: (902) 893-6212
Fax: (902) 893-6108

Kentville
28 Aberdeen Street
Kentville, NS
B4N 3X3
Contact: Louise Watson, Business Development Officer
Phone: (902) 679-6116
Fax: (902) 679-6094

Antigonish
20 St. Andrew's Street
Antigonish, NS
B2G 2H1
Contact: Sonny Alexander, Business Development Officer
Phone: (902) 863-7539
Fax: (902) 863-7477

NS Business Inc.

NSBI provides services to Nova Scotia companies to help them expand and succeed in communities where they operate. By working directly with companies and understanding their issues, we are able to identify and promote strategies to improve individual operations and the overall climate for investment, job creation and business success throughout Nova Scotia.

Outside provincial borders, we work to attract complementary businesses to Nova Scotia. We look for companies that would benefit from Nova Scotia's highly skilled and loyal workforce, competitive costs and world-class infrastructure, proximity to U.S. and European markets, geopolitical stability and culture of innovation- and help them to relocate their business to the province.

Governed by a private sector board of directors, we are committed to building a prosperous future for Nova Scotians by working directly with companies to increase employment opportunities and grow the economy.

Services we provide:

- Business Advisory Services
- Financial Services
- Export Development Services

To contact us:

Nova Scotia Business Inc.
1800 Argyle Street Suite 520
P.O. Box 2374
Halifax, NS B3J 3E4
Phone: (902)-424-6650
Fax: (902)-424-5739
Toll free: 1-877-297-2124
E-mail: nsbi@gov.ns.ca

Truro
35 Commercial Street Suite 101
Truro, NS B2N 3H9
Phone: (902)-893-6156
Fax: (902)-893-6108
Contact: Dave Copus
E-mail:copusd@gov.ns.ca

Bridgewater
220 North Street
Bridgewater, NS B4V 2V6
Phone: (902)-543-0844
Fax: (902)-543-1156
Contact: Scott Coleman
E-mail:colemans@gov.ns.ca

Port Hawkesbury
32 Paint Street, Unit 5
Port Hawkesbury, NS B9A 3J8
Phone: (902)-625-4205
Fax: (902)-625-1559
Contact: Lisa Dobson
E-mail: dobsonla@gov.ns.ca

Yarmouth
Pier 1 Complex
103 Water Street
Yarmouth, NS B5A 4P4
Phone: (902)-742-0533
Fax: (902)-742-0019
Contact: Irvin Surette
E-mail: isurette@gov.ns.ca

New Glasgow
980 East River Road
New Glasgow, NS B2H 3S8
Phone: (902)-755-7040
Fax: (902)-755-4018
Contact: Lynn Coffin
E-mail:lcoffin@gov.ns.ca

Windsor
Enterprise Centre of Hants County
80 Water Street
P.O. Box 488
Windsor, NS B0N 2T0
Phone: (902)-798-6961
Fax: (902)-798-6962
Contact: Jamie Whitty
E-mail: whittyje@gov.ns.ca

Nova Scotia Department of Agriculture and Fisheries

Nova Scotia Farm Loan Board

Since 1912, the Nova Scotia Farm Loan Board has assisted farmers in shaping rural Nova Scotia. The Nova Scotia Farm Loan Board offers:

Stability to our agriculture industry. For instance, young farmers know what payments are today and what payments will be twenty-four years from today.

Flexibility in lending has enabled the Farm Loan Board to meet farmers needs through the years. These innovations and others have given Nova Scotia farmers what they need to succeed. The Farm Loan Board will continue to support farmers of all agriculture commodity groups in various projects.

Dedicated staff of professional agrologists with personal farming background are available to provide counselling and listen to long term farming plans.

Contact
Derrick Jaminson
Nova Scotia Farm Loan Board
Truro
Phone: (902)-89306506
Fax: (902)-895-7693
Kentville
Phone: (902)-679-6009
Fax: (902)-679-4997

Nova Scotia Fisheries and Aquaculture Loan Board

The Fisheries Loan Board offers financial assistance to fishers, associations of fishers, or companies for: purchasing or building a fishing vessel.

- Purchasing or installing engines/equipment/electronics
- Technical modifications

As well, the Loan Board offers assistance to help develop and sustain aquaculture for finfish, shellfish and sea plants.

Contact
Nova Scotia Fisheries and Aquaculture Loan Board
Halifax
Phone: (902)-424-4560
Fax: (902)-424-1766

Agri-Food Industry Development Fund

Purpose

The Agri-Food Industry Development Fund is in place to encourage an entrepreneurial and market driven view of the agriculture and food industry and its role in adaptation, economic growth and rural development in Nova Scotia.

Objectives

The objectives of the Agri-Food Industry Development Fund are to:

- Develop opportunities for variable, long-term domestic and export markets for Nova Scotia agriculture and food products;
- Introduce new agriculture and food marketing technologies and systems;
- Encourage alliances and cooperation along the marketing chain;
- Enhance management, organizational, leadership and technical skills in the agri-food industry;
- Create an awareness of the value of the agri-food industry to Nova Scotia's economic growth;
- Provide for self-directed sector development, innovation and change management through agricultural industry organizations.

Contact

NS Scotia Department of Agriculture and Fisheries
Programs and Business Risk Management Division
176 College Road, P.O. Box 550
Truro, NS B2N 5E3
Phone: (902)-893-6510
Fax: (902)-893-7579
E-mail: prm@gov.ns.ca

Dalhousie Foreign Business Program

This business program of Dalhousie University, Halifax, assists companies in exploring and penetrating new markets within Europe. The qualified student will work seven hours a week over a sixteen-week period.

This credit course takes ten students overseas to visit major corporations and conduct market investigations for Nova Scotia companies for a two-week period.

The Center for International Business Studies at Dalhousie manages the program. A participation fee of$2,000 is required, but is fully refundable if the company joins the student consultant on the market visit.

Contact
Centre for International Business Studies,
Dalhousie University
6152 Coburg Road Room 201
Halifax, NS B3H 1Z5
Contact: Maggie Lapp
Phone: (902)-494-6553
Fax: (902)-494-1483
E-mail: mlapp@mgmt.dal.ca
Website: www.dal.ca/cibs

Dalhousie Internship Program

Students completing their final year in the Dalhousie University business program and having a clear academic record may apply for an internship during one of the four-month academic terms. The student is able to select from different fields of study such as marketing, financing or accounting. It is expected that the student will not be paid. Employers may choose to award honorariums to interns or reimburse expenses incurred while employed.

Contact
Centre for International Business Studies
Contact: Janet Lord
Phone: (902)-494-7104
Fax: (902)-494-1483

NS Tax Credit Program

The province offers a number of different tax credit programs including:

- Equity Tax Credit
- New Small Business Tax Reduction
- Labour-sponsored Venture-capital Tax Credits
- Research and Development Tax

Contact
Government of Nova Scotia,
Department of Finance
Contact: Kevin Redin
Phone: (902)-424-7379
Toll free: 1-800-225-8227
E-mail: reddinkg@gov.ns.ca
Website: www.gov.ns.ca/finance

Regional Programs

Regional Programs

Community Business Development Corporations

CBDC's stimulate private sector employment in rural Atlantic Canada through business financing, counselling and advisory services to small businesses. In NS, there are 13 CBDC's serving all parts of the province.

Northside Economic Development Assistance Corporation
1 Fraser Avenue
P.O. Box 99
Sydney Mines NS B1V 2Y4
Joseph Meaney, Chairperson
Bruce MacDonald, Executive Director
Tel: (902)-736-6211
Fax: (902)-736-6212
E-mail: bruce.macdonald@cbdc.ca

Coastal Business Opportunities Incorporated
292 Charlotte Street, Suite 100
Sydney NS B1P 1C7
Don MacLean, Chairperson
Patricia MacNeil, Manager
Tel: (902)-539-4332
Fax: (902)-562-1016
E-mail: patricia.macneil@cbdc.ca

Inrich Business Development Centre Limited
15991 Central Avenue, P.O. Box 600
Inverness NS B0E 1N0
Kelvin Digout, Chairman
Perry Chandler, Executive Director
Tel: (902)-258-3698
Fax: (902)-258-3689
E-mail: perry.chandler@cbdc.ca

Guysborough County Community Business Development Corporation Limited
P.O. Box 199
Guysborough NS B0H 1N0
Donald Worth, Chairperson
Wanda MacDonald, Executive Director
Tel: (902)-533-2770
Fax: (902)-533-2016
E-mail:wanda.macdonald@cbdc.ca
http://www.guysboroughcountycbdc.ca/

Cumberland Development Corporation Ltd.
P.O. Box 487
Amherst NS B4H 4A1
Doug Marshall, Chairperson
Randy Smith, Executive Director
Tel: (902)-667-5700
Fax: (902)-667-1452
E-mail: randy.smith@cbdc.ca
www.cumberland-cbdc.ca

Northern Opportunities for Business Ltd.
980 East River Road, P.O. Box 817
New Glasgow NS B2H 3S8
Jeanette Hermanson, President
Ron O'Brien, Executive Director
Tel: (902)-752-7402
Fax: (902)-752-8856
E-mail: ron.obrien@cbdc.ca
http://www.nobl.cbdc.ca/

CBDC Blue ater
P.O. Box 39, 24 Rowlings Drive
Musquodoboit Harbour NS B0J 2L0
Kate Taylor, Board Chair
Shar Turner, Executive Director
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Miscellaneous

Acronyms

AAFC	Agriculture and Agri Food Canada
ACFEP	Atlantic Canada Food Export Partnership
ACOA HO	Atlantic Canada Opportunities Agency Head Office
ACOA	Atlantic Canada Opportunities Agency
AFTP	Agri-Food Trade Program
AIMS	Agri-Food Industry Market Strategies (AIMS)
ATRQ	Autonomous tariff rate quota (ATRQ)
APF	Agriculture Policy Framework
BNB	Business New Brunswick
BRM	Business Risk Management
CAFI	The Canadian Agriculture and Food International (CAFI) Program
CARCI	Canadian Agricultural Rural Communities Initiative, a program funded by the Secretary of State
CAEI	Canadian Agriculture Exporters Incorporated
CAMC	Canadian Agricultural Marketing Council
CBP	Customs Border Protection (US border)
CCFI	Canadian Centre for Fisheries Innovation
CFEA	Canadian Food Exporters Association
CFIP	Canadian Farm Income Program
CME	Canadian Manufacturer's and Exporters
CMHC	Canada Mortgage and Housing Corporation
CNS	Communications Nova Scotia
COB	Means "close of business"
CPIA	Canadian Plastics Industry Association
CBP	U.S. Customs and Border Protection (CBP)
CREDA	Cumberland Regional Economic Development Association
CSU	In Provincial reports - corporate service unit
CT-PAT	Customs Trade Partnership Against Terrorism

DAF	Department of Agriculture and Fisheries
DAFA	Department of Agriculture, Fisheries and Aquaculture
DOC	US Department of Commerce's (DOC
DFNS	Dairy Farmers of Nova Scotia
DFAIT	Dept. of Foreign Affairs and International Trade
DSAB	DSAB is Developing Species Advisory Board.
ECM	Export Contract Milk
ECW	Eastern Charlotte Waterways
ECBC	Enterprise Cape Breton Corporation
EFP	Environmental Farm Planning (EFP)
GGANS	Grape Growers Association of Nova Scotia
IC	Industry Canada
ITAP	Information Technology Association of Prince Edward Island
IPA	Joint Project Agreement
MFC	Marine Resource Center
NATI	Newfoundland and Labrador Association of Technology Industries
NBEIA	New Brunswick Environment Industry Association
NEIA	Newfoundland and Labrador Environmental Industry Association
NISA	Net Income Stabilization Account Net Income
NSAC	Nova Scotia Agriculture College
NSEIA	Nova Scotia Environmental Industry Association
NSEL	Nova Scotia Environment and Labour
NFI	National Fisheries Institute, Inc.
NSFA	Nova Scotia Federation of Agriculture
OGD	Other Government Department

PEIBD	Prince Edward Island Business Development
PBDE	Polybrominated Diphenyl Ethers
RTN	Roundtable Negotiations
RDA	Regional Development Authority
SIC	Standard Industry Classification
SWOT	Strengths/ Weakness/ Opportunities/ Threats
SPP	Security and Prosperity Partnership of North American, Canada, US and Mexico
TTNS	Trade Team Nova Scotia
TTNB	Trade Team New Brunswick

Agriculture Regional Coordinators

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Nova Scotia Natural Products Council

The Natural Products Marketing Council is an agency of the provincial government, responsible for administering the Natural Products Act and the Dairy Industry Act.

The Council was first established as the Nova Scotia Marketing Board in 1946. Commodity boards governing Nova Scotia farm products have since been established (see Table 1). These producer-run marketing boards operate under government regulations which control such things as by-laws, board operations, producer facilities, quota, licenses, producer levies and pricing.

Table 1 - Time Line: Regulated Commodities

Year Established	Name of Board
1949	Nova Scotia Apple Marketing Board (repealed in 1951)
1950	Nova Scotia Wool Marketing Board
1952	Pork Nova Scotia
1966	Chicken Farmers of Nova Scotia
1972	Nova Scotia Turkey Producers' Marketing Board
1972	Nova Scotia Egg Producers
1973	Nova Scotia Flue-Cured Tobacco Growers' Marketing Board (inactive)
1980	Nova Scotia Processing Pea and Bean Marketing Board
1981	Nova Scotia Grain Marketing Board (replaced by East Coast Commodities)
1982	Nova Scotia Potato Marketing Board
1988	Nova Scotia Greenhouse Vegetable Marketing Board
2001	Dairy Farmers of Nova Scotia

Labelling and Advertising of Pet Foods

The consumer Packaging and Labelling Act and its regulations specify the information which must appear on a label and the manner in which this information must be shown. More detailed information on the labelling requirements can be found in the document Guide to the Consumer Packaging and Labelling Act and Regulations. This can be found on the Competition Bureau's website at http://www.competitionbureau.gc.ca. In general the Act prescribes the three mandatory labelling requirements:

a) Product Identity
The common or generic name of the product, such as "Dog Food" or "cat Food" or similar designations in both English and French, must appear on the principal display panel. It must be easily legible to the consumer under normal or customary conditions of sale or use.

b) Net quantity
The net quantity statement, in English and French, must be shown on the principal display panel in metric units of measurement. The use of correct metric symbol meets the bilingual net quantity requirement.

c) The label must specify the name and principal place of business of the person by or for whom the product was manufactured pr produced for resale. The name and address should be sufficient for postal delivery. The declaration must be either in English or French and can be located anywhere on the outside surface of the package except the bottom.

Where a pet food product is wholly manufactured or produced in a country other than Canada, any one of the following formats will satisfy the requirements of this section:

- The name and address of a Canadian dealer preceded by the words "imported by/ importe par" or "imported for/ importe par"
- The statement of geographic origin (for example "Made in X " or "Product of Y") immediately adjacent to the name and address of the Canadian dealer.
- The name and address of a dealer outside Canada.